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BTG Internationale Spedition GmbH Project Forwarding „Made by BTG“

BTG's branch office in Neuss has been expanding its new business segment "Project Forwarding"!

Project forwarding is the „pinnacle“ for any logistics company and represents a great challenge for all involved.

In addition to a meticulous planning and coordination of the many different parties involved, it is especially the technical knowledge of our clients' products and the vast experience of our staff that counts most.

The proper selection or combination of modes of transport, taking into consideration the dimensions of the cargo involved, the loading and unloading possibilities, the setting of a deadline as well as the traffic-related accessibility of the consignee, together with the requirement for absolute transport cost-effectiveness; all this can only be done by professionals.

If in addition the transport crosses customs borders, then accuracy in the documentation is also essential!

This is especially important in the case of exporting industrial equipment or machine tools in the states of the former Soviet Union!

That's why Klaus Raschke, the Branch Office Manager of BTG Neuss, is especially pleased to have recruited two real project business experts for our company.

Since 1st August 2011 our new colleagues Herbert Fuge and Eduard Fuge are your contacts for sales and operational consulting and implementation



and are mainly responsible for all questions concerning transports in general and project business in particular!

Incidentally, BTG Neuss also takes care of basic things, such as the timely transfer or supply of groupage, part or full loads all over Europe!

It doesn't always have to be an asphalt cutting machine going to Kazakhstan (Customer: „Michael Zeiler machines,“ Gemünden www.mz-machines.com) or a furnace of 6.21 m width



Asphalt cutting machine

(Customer: INTEC, Niederzier www.intec-solutions.de) as the pictures might suggest!



Loading of the furnace

Your BTG-Team in Neuss will be pleased to receive your enquiries!

Contact:
Herr Herbert Fuge
Sales Manager
Projects / Russia and CIS States
Tel.: +49 2131 5237 207
Fax: +49 2131 5237 216
E-mail: herbert.fuge@btg.de

Herr Eduard Fuge
Regional Sales Manager
Projects / Russia and CIS States
Tel.: +49 2131 5237 204
Fax: +49 2131 5237 216
E-mail: eduard.fuge@btg.de

BTG Internationale Spedition GmbH
Flößhafenstrasse 10
41460 Neuss
Tel.: +49 2131/52 37 - 0
Fax: +49 2131/52 37 - 220
E-mail: neuss@btg.de

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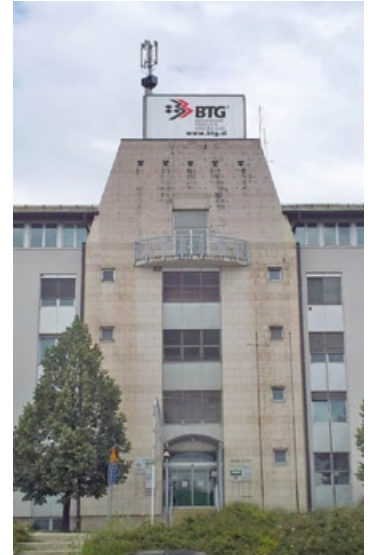
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BTG Internationale Spedition GmbH BTG Slovenia



BTG-team in Maribor: from left: Zlatko Pezdicek, Roman Sambt, Andreja Peklar, Silva Pezdicek Korošec, Danica Kampl and Lidija Adler



BTG in Maribor

BTG mednarodna spedicija in logistika d.o.o. in Maribor / Slovenia now looks back on four successful years of forwarding business.

Where initially mainly part and full loads were dispatched to Germany, in the meantime the range of services has changed significantly. Today, six staff members, un-

der the management of Mr. Zlatko Pezdicek, take care of European groupage traffic, part and full loads, national distribution traffic and customs clearances. Furthermore, warehouse storage space of up to 200 pallet spaces is available for rent.



Contact Maribor:
BTG mednarodna spedicija in logistika d.o.o.

Trzaska cesta 53
SLO – 2000 Maribor
Tel.: +386 /2/ 330 25 22
Fax: +386 /2/ 330 25 27
www.btg.si

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BTG Slovenia as sponsor of NK Maribor, after the successful qualification for the group stage of the Europe League.



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BTG Internationale Spedition GmbH

BTG partner in the Czech Republic

Our Czech partner, TRANSFORWARDING, celebrated its 20th anniversary in May of this year, and proved to be a marvellous host.

The all round successful an-



Ladislav Průcha,
Managing Director
Transforwarding

niversary celebrations were held in České Budějovice and in addition to many special programme highlights such as a tour of the city, a folklore show and a belly dance performance, first and foremost we were given the opportunity to meet with colleagues from the Czech Republic and other countries and to maintain and enhance personal contacts.

Contact:
Transforwarding a.s.
P.O. Box 214K, Uhlíře 42
CZ 37021 Ceske Budejovice
www.transforwarding.cz



Plochingen / Brno

In October, Yvette Wohlfahrt, Branch Manager of BTG Plochingen, once again travelled to the Czech Republic: this time to visit the Machine Exhibition in Brno.

The exhibition has been taking place in Brno since 1928.

In the fifties of the last century, an exhibition showing Czech mechanical engineering was held at the Exhibition Centre in Brno; since then activities at the fairground have continually developed up to the present central-European exhibition centre with more than 130.000 m² of exhibition space.

In 2008 the International Mechanical Engineering Exhibition - MSV celebrated its 50th Anniversary and was this year again a magnet for many exhibitors - especially from Baden Wuerttemberg, which is home to many major engineering companies.

For this reason at this year's exhibition Yvette Wohlfahrt, together with our colleagues from Transforwarding, was able to visit many new and existing clients and gave a very positive report of her visit.

Contact:
BTG Internationale Spedition GmbH
Filsallee 1
73207 Plochingen
Tel.: +49 7153/83 45 - 0
Fax: +49 7153/83 45 - 90
E-mail: plochingen@btg.de



Folklore - music and dance performance

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BTG Internationale Spedition GmbH

Oldtimer of the air transported by ship to Dallas



Two original vintage BÜCKER airplanes were shipped by sea freight to Dallas Texas / USA.

The planes are about 70 years old and were originally used for stunt flying and flight training.

BTG Langweid received the transport order from their long-term client Bitz-Flugzeugbau GmbH in Augsburg.

This small but noble company specializes in the restoration of Bücker and Klemm vintage aircrafts.

In the field of flying, Bitz-Flugzeugbau GmbH has a worldwide reputation.

For example, for the film "The Blue Max", which deals with the famous aviator Baron von Richthofen, Bitz accurately recreated two Fokker Dill aircraft of this famous fighter pilot.

To transport the valuable cargo the planes were partly disassembled and stowed in a 40' container.



pictures BTG

AEO Certification



In May of this year BTG Internationale Spedition GmbH obtained the AEO status from the chief customs office in Augsburg. Thus BTG counts as being particularly reliable and trustworthy and can make use of special privileges within the scope of the customs clearance procedures. The status applies for all 11 branch offices.

AEO stands for Authorised Economic Operator (AEO). The aim of the initiative is to prevent obscure business practices in a globalized world and to make international supply chains more transparent and thus more secure. In the meantime the AEO certification is perceived worldwide as an important feature of quality and safety, because this certification confirms that a company is a reliable and trustworthy partner in international trade management. Another advantage for the certified companies: All customs formalities can be handled and completed more efficiently.

www.btg.de

Contact:
BTG Internationale Spedition GmbH
 Parkstrasse 35
 86462 Langweid
 Tel.: +49 821/4986-0
 Fax: +49 821/4986-211
 E-mail: intsped@btg.de

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BTG Internationale Spedition GmbH

Lots of New Developments in the South!

BTG Kempten extends its range of services to include system traffic

Besides the already known range of services - European land transport, part and full loads national / international, specialists for CIS transports, project management, special and abnormal loads nationally-throughout Europe-worldwide, handling / warehousing, air and sea freight, individual and courier transports and customs clearance procedures - we can now also offer supply and distribution via system traffic.

BTG Kempten celebrates its 25th anniversary!

The BTG Kempten office was opened in 1981. For the past 25 years BTG has maintained a branch office in Kempten in the beautiful Allgäu region, employing competent staff, trained to meet with the individual needs of our clients. We would like to thank you for your loyalty and your trust and look forward to an exciting future!

Kempten / Ravensburg / Schongau

We are pleased to inform you that we have strengthened our sales staff:

On 1st October, Mr. Christian Kämmer took up his work as Regional Sales Manager for Kempten / Ravensburg / Schongau.

With his long-term and specialised experience Mr. Kämmer will actively support our team in all three locations and with his "hands-on" approach, will be available to help you in any way he can.

Contact Mr. Kämmer and put us to the test!



We are partners in the ILN - International Logistic Network cooperation. ILN is the only existing decentralised groupage cooperation. Currently the network has more than 20 Transshipment Points (TSP) and more than 190 medium-sized ILN - partners.

Overnight the TSP's are nearly 100% networked together through direct traffic services to each other.

The idea is through ideal route use to bring the most economic and ecological processes in line.

Through our partnership in the system, we can not only offer you the national connection, but also coverage throughout Europe is guaranteed.



Emine Baytok (Trainee)



Jennifer Ressel

... or particularly tricky ...



Cornelia Hengeler (NL-Leitung)

... or the goods are very exclusive ...



Matthias Bauer

Whether fragile ...



Christian Kämmer

... we can tackle anything!

Mr. Christian Kämmer
Tel.: +49 831 / 540 77 99-22
Fax: +49 831 / 540 77 99-09
Mobil: 0151 / 5800 7463
christian.kaemmer@btg.de

... whether there's something heavy / large to move ...

Contact Kempten:
BTG Internationale Spedition GmbH
Heisinger Straße 47
87437 Kempten
Tel. +49 831/540 77 99 - 0
Fax: +49 831/540 77 99-99
E-mail: kempten@btg.de

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**Service – Quality – Reliability
That's our style – with conviction!**

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p.ressle GmbH & Co. Spedition KG **Zarges 15.000th groupage shipment**

On this happy occasion, the new Managing Director of p.ressle Spedition - Christian Hiemeyer - presented Mrs. Irene Kißkalt (Sales Back Office Manager of Zarges) with a bouquet of flowers.



Irene Kißkalt (Sales Back Office Manager of Zarges)
Christian Hiemeyer (Managing Director of p.ressle Spedition)

For more than 35 years p.ressle has been the reliable service partner of Zarges. In addition to the handling of groupage shipments, part and full load transports are also carried out. Furthermore, a spare parts depot for ladder and arrester systems has been set up and is maintained by several staff members. This warehouse on p.ressle's premises is connected to Zarges via a permanent IT-connection. Since recently the supply logistics for the factory in Hungary is also being handled by p.ressle.

long cooperation works well and that together they can look optimistically to the future.

Contact:

p.ressle GmbH & Co. Spedition KG
Peitnachstraße 2 - 6
D-86956 Schongau
Tel.: +49 8861/23 41 - 0
Fax: +49 8861/23 41 - 20
E-mail: info@ressle-spedition.de
www.ressle-spedition.de

Both Mrs. Kißkalt and Mr. Hiemeyer agree that the decades-

The Holy Saint Barbara and Saint Michel ...

Holy figures are not something you transport every day.

At the end of August 2011 our dispatching clerks Mrs. Bergbauer and Mr. Rauch were faced with the truly sensitive transport of wooden holy statues.

in Peissenberg, expertly fixed down on the trailer, transported to Nuremberg to be treated for woodworm and then return-transported.

Just the statue of Saint Barbara alone is valued at € 250.000, of course without even considering its sentimental value.

Contact:
see above

The statues of Saint Barbara and Saint Michel were collected from the Church of St. Barbara



Holy statues of the Church of St. Barbara
Christian Hiemeyer (Managing Director p.ressle Spedition) personally inspects the cargo

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BTG Expo GmbH**UEFA Champions League Trophy**

The UEFA Champions League Trophy Tour 2011 once again proved a great success. This time the tour travelled a total of 4.890 km through Eastern Europe and delighted more than 100.000 fans

who took the opportunity to see the trophy.

On behalf of Ajoint Communication GmbH in Frankfurt/Main, BTG Expo GmbH organised the UEFA Champions League Trophy Tour 2011. This included the complete transport planning, documentation, transport process, customs formalities at the individual destinations and the coordination of the loading and unloading procedures.

The tour stops were:

- 16. - 18.09. St. Petersburg, RUS
- 23. - 25.09. Moscow, RUS
- 30.09. - 02.10. Kiev, Ukraine
- 07. - 09.10. Donetsk, Ukraine
- 14. - 16.10. Belgrade, Serbia.



UEFA Champions League Trophy Tour 2011 in front of the Winter Palace in St. Petersburg

At each stop three complete trucks and several air freight shipments were handled.

Contact:

BTG Expo GmbH:
Carl-Benz-Strasse 21
D-60386 Frankfurt / Main
Tel.: +49 69 / 40 89 87 - 0
Fax: +49 69 / 40 89 87 - 222
E-mail: expo@btg.de

+++ further BTG Expo News +++**Exclusive Logistics Partner**

In the last 3 months, BTG Expo GmbH has succeeded in being nominated by the Russian exhibition organizers ITE Siberian Fair and Krasnodarexpo as their exclusive logistics partner for the exhibition sites of Krasnodar and Novosibirsk.

The economic centre of Krasnodar in Southern Russia, situated in the immediate vicinity of Sochi, is developing just as "faster-than-average" as the Novosibirsk region, situated in the economic heart of Siberia.

OOO BTG Exhibition Logistics on course to success

In a very short space of time OOO BTG Logistics Exhibition, founded in October 2010, has been able to win over a large number of individual exhibiting clients.

One outstanding project was the overall handling of the exhibition „Technical, Scientific and Innovative Achievements of Russia“ from 12th to 15th May 2011 in Madrid. Within the scope of this exhibition a total of 224 Russian companies presented their latest scientific and technological innovative projects. Companies involved included ROSNANO, ROSATOM, Rosoboronexport and RZHD Russian Railway, to name but a few.

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