

M&M® NEWS

Nachrichten – News – Nouvelles – Новости

For our clients, partners and employees

May 2005

Welcome to M&M News

Dear readers!

We had eventful weeks around the 125-year jubilee of M&M.

In this issue, you will find a report on the official celebration on April 28 in Hof, the birthplace of M&M. There were other celebrations at diverse M&M branches also.

One thing has become very clear during the festivities: We have a long history, and a history that obliges us to go on writing our successes in its book. With this aim in mind, M&M will go on tackling new challenges and taking on new tasks.

This also became very clear at the International TransInvest Management Meeting that took place in Hof (April 29-30). The M&M companies from China, Russia, and Romania presented their present work and projects. More about this in our next issue.

And now, enjoy reading!

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Broad echo for M&M jubilee

On April 28, 2005, M&M celebrated its 125th anniversary in Hof, the birthplace of the company. There was a festive reception with representatives of M&M companies from all over Europe, the CIS, Central Asia, the Near and Far East, as well as from Northern Africa. The members of the Administrative Board of TransInvest Holding Sankt Gallen – to which M&M belongs – participated also, as well as many representatives of other TransInvest companies.

International and multi-cultural

“The fact that we have international participants at this celebration underlines how the former family business has grown, in the course of its history, into a Group of international importance. That M&M is integrated into the TransInvest Group made M&M even more international and multi-cultural”, said Hans Reinhard, managing director of the German M&M Holding, in his welcome address.

Catching the spirit of the time

M&M today employs 2600 staff in M&M companies in over 30 countries. Thus, the keynote address



Jochen Auffhammer,
President of the supervisory board of M&M International Holding AG, St. Gallen / Switzerland

of Jochen Auffhammer, President of the supervisory board of M&M IH, encompassed not only many decades, but also several continents.

Auffhammer sketched important steps in the development of M&M. The entrepreneurial spirit, and the vision of the founders, allowed the company to not only survive difficult times, but to emerge strengthened, he said. M&M



has always known to catch the spirit of the times, and to take on new challenges. Thus, M&M had been among the pioneers in railroad transportation, in groupage transports, and airfreight.

Ocean freight was becoming a more and more important factor, and more and more the company was tackling new logistics projects.

Auffhammer especially emphasized the successful development of the forwarding and logistics business in the East. M&M, he said, had been among the first to go East as far as Central Asia and China after the fall of the Iron Curtain and to bring their international know how to these new places. Thus, M&M had gained its excellent reputation as a specialist for the East.

A special commitment

Also Dr. Jürgen Warnke, the former Minister of Transportation, stressed the commitment towards the East in his address. He reminded the audience of the opening up of the Soviet Union and the special commitment of M&M to cooperate with the railroad companies in the CIS. He said more railroad transports, East-West, and intra-European, would be advisable.

Dieter Döhla, the mayor of Hof, spoke about the importance of M&M for the town and the region. In spite of the international character of M&M, they were still present at their birthplace. M&M was not only regarded as an important employer, its international commitment also stood for the future perspectives of the region. The many local and regional customers and partner present at the celebration proved M&M's commitment to the region.

The special role that M&M plays in Hof and the region was

mirrored in the extensive coverage the jubilee found in the local and regional press.

New challenges



Werner Albert, Chairman of the TransInvest Board

Werner Albert, Chairman on the TransInvest Administrative Board, lauded the results of the company and its staff, and focused on the new challenges owing to worldwide stronger competition. These new challenges were also the topic of the TransInvest International Management Meeting that was held on April 29/30.

There were discussions as well as workshops – and important new impulses were set for the near future. M&M china, Russia, Romania, and several others presented their company and their projects and focuses at this occasion. We will cover this in our next issues.

One of the climaxes of the festivities was when Jochen Auffhammer, great-grandson of

Werner Münch, one of the founders of Militzer and Münch, honored Werner Albert, Chairman of TransInvest Holding, and Yousef Sherkati, long term President of M&M IH and CEO of TransInvest, with the M&M pin in platinum for their merits for the development of M&M. Jochen Auffhammer's family had donated the pins.

Another climax was the exhibition on the history and present of M&M – it offered a broad view of the company's activities over the last 125 years.



M&M Group – re-structuring the top

The tasks have become more complex, operations and administration have to be coupled more tightly – thus, the Administrative Board of M&M IH decided at its conference in April to create an Executive Board with CEO function.

The member of the board are, in alphabetical order:

Engelbert Heiser
Harald Mazarin
Prof. Dr. Wojciech Paprocki
Serge Trevisan

It was also decided that every quarter, the Administrative Board of M&M IH nominates a guest member for the board, so as to qualify future managers in the long run.

The tasks of the former Business Development Board of the M&M Group are integrated into the new board.



Lorenz Kohler was again nominated CFO of M&M IH. At the conference, it also became clear that there are a number of changes in the management of the German Holding and in several German companies. M&M News will cover these changes in one of the next issues. Yet this much now: Hans Reinhard, until recently managing director of M&M German Holding GmbH and member of the M&M Group's Business Development Board as well as part of the management of diverse M&M companies, will take on new tasks with TransInvest. Thus, as of June 30, he will give up all M&M positions. M&M News got this comment from him: "I would like to thank all M&M staff, all partners and customers for the excellent cooperation. I have really enjoyed working with M&M. Yet I am quite confident that the new responsibilities transferred to me for the development of a new business field within the TransInvest Group offers many connections to what I did for M&M. Thus, I am more than willing to take on the new challenge."



ports to the Baltic and Black Sea ports.

Serving customers in the ports of Bekdash and Turkmenbashi, and utilizing the Volgodon channel gateway, the Sea Freight Department provides high quality freight forwarding services. The lion's share of the cargo handled lies on sodium sulfate – a mineral resource of Turkmenistan. Since the establishment of the Sea Freight Department, the total

volume of transportation of sodium sulfate has reached 9500 tons. Here are some details: Bekdash – Volgograd, Russia, 1200t, Bekdash – Anzali, Iran, 3000t, Bekdash – Astrakhan, Russia, 5300 t.

The agency services in Turkmenbashi Port established by the Sea Freight Department in cooperation with the Port Authority provide representation of the customer's financial, commercial and juridical interests, customs clearance services, consultation on port duties and taxes and other value-adding solutions.

The Sea Freight Department has a good reputation. We are able to satisfy the most demanding needs and preferences of our customers within M&M's global network and through partnerships with suppliers. Certainly, to the greatest

extent, the reputation has been built thanks to the qualified people on board with their "know-how" approach in meeting the customer's requirements.

M&M Turkmenistan looks forward to future growth and further enhancement of its Sea Freight services.

Chopper "Dauphin" travels to Sofia

by Ekaterina Stoykova

In April 2005, M&M Air Cargo Service BG, in co-operation with Carl Ungewitter in Bremen and Eurocopter in Kassel, had the chance to do the transit handling of an SA.365N-1 "Dauphin" French made civilian helicopter on behalf of our esteemed customer AIR BAN, Bulgaria.

AIR BAN is the number 1 Bulgarian air rescue service provider. It was established in the early 1990s, inspired by the Swiss rescue and medical advice company REGA and the German ADAC. The company is specialized in providing emergency medical services, rescue operations, human organs transportation, passenger and cargo transportation, air patrolling and observation, air advertising, air sightseeing. M&M competed with several other reputable freight forwarders before being entrusted with all necessary activities around customs clearance, permits, physical quay / airport

Sea freight department opens new opportunities

by Maksat Nuriyev

In its pursuit to meet the growing demand of its customers, M&M Turkmenistan continues to progress, and to strengthen its capabilities. Thus, aiming at expanding and broadening its operation and service offerings to virtually all aspects of freight forwarding, M&M Turkmenistan has diversified its business by opening a Sea Freight Department that since August, 2004, has been providing sea freight services from Turkmen



handling, the reassembly of the helicopter blades etc.

The chopper arrived from the USA via ACL at Bremerhaven port, from where it had to be transported to Bremerhaven Luneort for a test flight and then a start to Kassel.

In fact, we arranged for the helicopter to be assembled directly at the port so that it could head for Luneort, 5 km to the south, for a short test flight.

We were happy to see very good progress in a tricky operation like that, where anything could go wrong, and we were even able to assist our customer in settling some purely technical obstacles in the machine. Hence, we can safely state that the whole operation was quite a success in terms of planning and organization. Except for one thing: our pilot got sick and needed to be hospitalized for a few days. Luckily, this had a happy end, too, and the helicopter took off to Kassel.

The story ended happily at Sofia airport where M&M Air Cargo Service BG smoothly completed the clearance of the helicopter with the Bulgarian customs authorities.

Afterward, AIR BAN shared with us that what they appreciate most about our cooperation is the prompt response, the good follow-up, and the excellent communication with M&M and their partners.

Jerseys for Afghan street soccer kids

Again, M&M showed its support of street soccer in Afghanistan. This time, for M&M, the German soccer coach Holger Obermann handed over a donation of 100 soccer jerseys at the street soccer center in Cherikar, Parwan. Last year, a large quantity of soccer balls had already been given to

different centers. In 2003, M&M also sponsored the national youth team by dressing them completely. M&M's soccer-friendly activities found a very positive echo also in the Afghan media.

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 Internat. Holding AG
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 95028 Hof / Saale
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 Email: redaktion@mumnet.com



Despite their new jerseys, the children are still looking a bit sceptically...



...but that changed when they were given chocolate

