

A NEW TURKISH PORT IS ON THE WAY FOR SUCCESS

Roda Port Makes First Step Towards Maritime Sector

After the huge investments in equipment and port area made by the ongoing organization, Roda Port started to accept incoming vessels at the end of 2007.

Roda port is being constructed at Gemlik Bay, Gemasaz territory on a 103.600 sqm. dutiable and 67.000 sqm. duty-free area. Ongoing organisation of the port is being configured considering unloading and storing of special goods such as unitary loads, bulk freights, forestry products, wheeled vehicles and materials. Therefore port will have services such as waste water extraction and water supply.

Nearby the Port is located a warehouse which has 3.000 sqm. fully covered and 1.000 sqm. semi covered area. Its technological structure gives easy entrance and exit to the covered areas in all-weather conditions and it may be used to serve the container ships carrying sensitive loads as CFS. The workshop which shall be constructed nearby the warehouse will serve and supply the ships and port activities with its central location and mobile equipments soon.

50.000 sqm. terminal area, which is a separate area not being affected from other activities of the port, shall be performed by computers. Port authority expects to reach at least 300.000 TEU in this area per year. The company have also some oil terminals whose main customer is Bursa Cement Group.

Terminal area is equipped with three big mobile container cranes. These cranes are the most advanced equipment in the world which can work with Post-Panamax vessels easily and is attributed to the 5th generation of Gotvand. Post-Panamax ships are already coming inside to Marmara sea. These vessels are around 300 metres long and they are working with Marmara port. Therefore, it is possible to make at least 40 units per one container handling with 3 of these vessels. There are also 3 stackers with 35-40 tonnes capacity and 2 RTGs of the brand Kalmar.

There is a 640 metre-long pier and it is 35 metres wide in total. There will be 6 quays with different capacity. With the total quay length more than 1.000 metres and 20.000 sqm. above the quay area the port may accept 6 ships at the same time. It will be possible to provide unloading and handling services without any delay. Main port quay's length is being increased to 233 metres and depth from 12 to 15 metres. It means that the port can accept the biggest container vessels here.

Quay Numbers	Lengths	Average Depths
No1 Quay	233 mt	15 mt
No2 Quay	213 mt	11 mt
No3 Quay	197 mt	07 mt*
No4 Quay	148 mt	07 mt
No5 Quay	216 mt	07 mt*
No6 Quay	253 mt	07 mt

* Following required detection studies, it is planned to deepen No 3 - 5 quays to 13 mt.



**Interview with Captain Ali AÇIL,
General Manager of the Roda Port**

Can you give us some information about intermodal opportunities in Roda Port? Is everything complete about it?

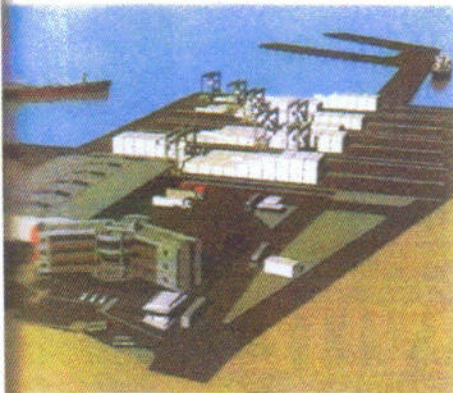
In the first decade of the last century (1990's) the Government has made some investments for the railway connections to some ports in Turkey, but at the beginning of 2000's Turkey still lacks this kind of intermodal system. That is why Roda Port and the most of private ports has faced a problem to be in the intermodal system. Only few government ports have railway connections. We expect some connections to Gemlik within 5 years. It is already extended to Adapazarı, but the nearest point is still more than 200 kilometers away. However the investment plan of the Government includes some new investments and privatization of the railways to distribute its own monopoly to the companies. If this realizes in short time, I think the railways will be used in the future more

than present. This is the reason why we support our port with the standard roads and we can not speak too much about railway connections.

At what stage are the operations at the Port?

The first ship was discharged on 25th of December 2007. There are some permits to be taken. We concluded the first permit which is governmental and which grants the right to accept vessels to the port. The second one is related with the





customs. Once we get it, cargo can be exported or imported via the port. We have completed the formalities for 9 vessels and this number is gradually increasing. This month we expect 10 to 12 vessels but next month it might be more than 20. We have to get the second permit for the container handling because when the containers arrive they wait at the bounded area for a while. We also got the permission from the government for container and general cargo handling and also for some kind of RO-RO vessels.

You already have some partners such as Bursa Cement Group. Do you also have contracts with other customers?

At the moment we have some negotiations with some customers and lines, but in this area we have to allocate places for general and bulk cargo and some large area for the containers. Some ports have already determined an aim to concentrate on containers and because of this, they do not accept general cargo. Most of our customers are companies from this area

and they both deal with import and export.

We are not looking for customers who appreciate low prices but real partnership, strength and quality. For the next two years, our main struggle and challenge is to gain strong and stable demand. We accept to handle 50.000 TEUs at our port at first year, but it can even realize as 100.000 TEUs in 2008.

What investments are made and what are the future plans?

So far we have made investment of almost 80 million dollars. Step by step we expect to reach 100 million dollars of investment in two years. Now we have two RTGs at the port but we need at least six more. When we reach 300.000 TEU capacity, we have to use at least 10 or 12 RTGs, which will increase the amount of our investment.

What are the goods being shipped at the port and will be shipped in the future?

In this area, general cargo and bulk cargoes have respectable volume with 600.000 tons of coal as import cargo and almost same amount of locks, timbers, 500.000 tons of minerals and



1.000.000 tons of some kinds of steel products. We support the export of the cars. In this region, main offer is containerized cargo. Maybe this is also an expectation from us. Some lines and customers are looking for new service suppliers and ports for growing their own export and import operations. If they are given some opportunities like area support, they could improve their business. So it is possible for us to do more than expected.

What is the advantage of Gemlik's location for the port operations?

First of all, it creates advantage for textile producers located in Bursa. Recently textile cargo takes the second position after automotive. Also the hinterland of this area, Gemlik, which is almost 400 square kilometers far semicircular is another advantage. We can have some customers even from Ankara. In this area road connection is quiet good. It only lacks railway connections. When the railway connections are completed, the number of traders will explode and we will need to increase our investment to meet the demands.

Through privatization some ports have been taken over by foreign companies, which continue to play an important role in the Turkish market. What is your opinion about this?

I think this kind of port privatization is a big chance for Turkey. Port privatization is the most profitable and most convenient privatization action of the Turkish Government. If foreign traders are coming to Turkey to lease these ports, it is a sign that Turkish economy is in a good course for growing up and will receive many more profitable investments. Lots of important container lines call at Turkish ports. Nowadays their demand is compressed between short investments and poor intermodal systems. ■

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