

The banner features an aerial photograph of the Port of Gdansk, showing numerous shipping cranes and colorful cargo containers. Overlaid on the image are several logos and text elements. At the top center is the 'TRANSPORT EVENTS' logo, which includes a stylized blue and white wave icon. Below this, the word 'WEBINAR' is written in large, bold, white capital letters. To the right, the text 'Sponsored by' is followed by the 'PORT GDAŃSK' logo, which includes an anchor icon and a row of seven colored circles (blue, green, yellow, orange, red, purple, blue). At the bottom, a green horizontal bar contains the text 'Port of Gdansk: Establishing a New Corridor Between the Baltic Sea and the Black Sea' in white, bold, sans-serif font.

TRANSPORT EVENTS

WEBINAR

Sponsored by

PORT GDAŃSK

**Port of Gdansk: Establishing a New Corridor
Between the Baltic Sea and the Black Sea**

Capt . Umur UGURLU
LAM GROUP

LYONEL A. MAKZUME GROUP OF COMPANIES



- RORO SHIPPING / BLACK SEA
- FERRY CONNECTIONS from / to TURKEY
- CHERNOMORSK as ONE of the BEST LOCATION TO REACH EAST EUROPE
- About LAM GROUP
- LAM GROUP of COMPANIES / JV and PARTNERSHIPS

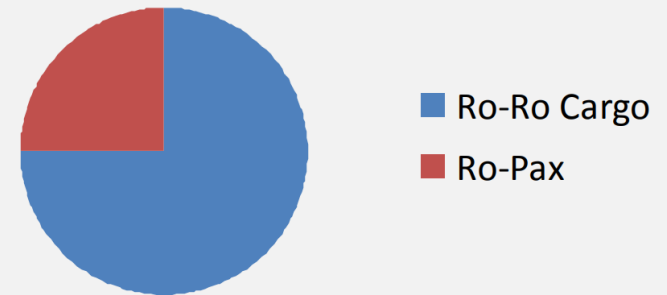
LYONEL A. MAKZUME GROUP OF COMPANIES

RO-RO SHIPPING IN THE BLACK SEA REGION

The hinterland connections is matter as these ensure for sustainable and reliable hinterland transport in BLACK SEA Region.

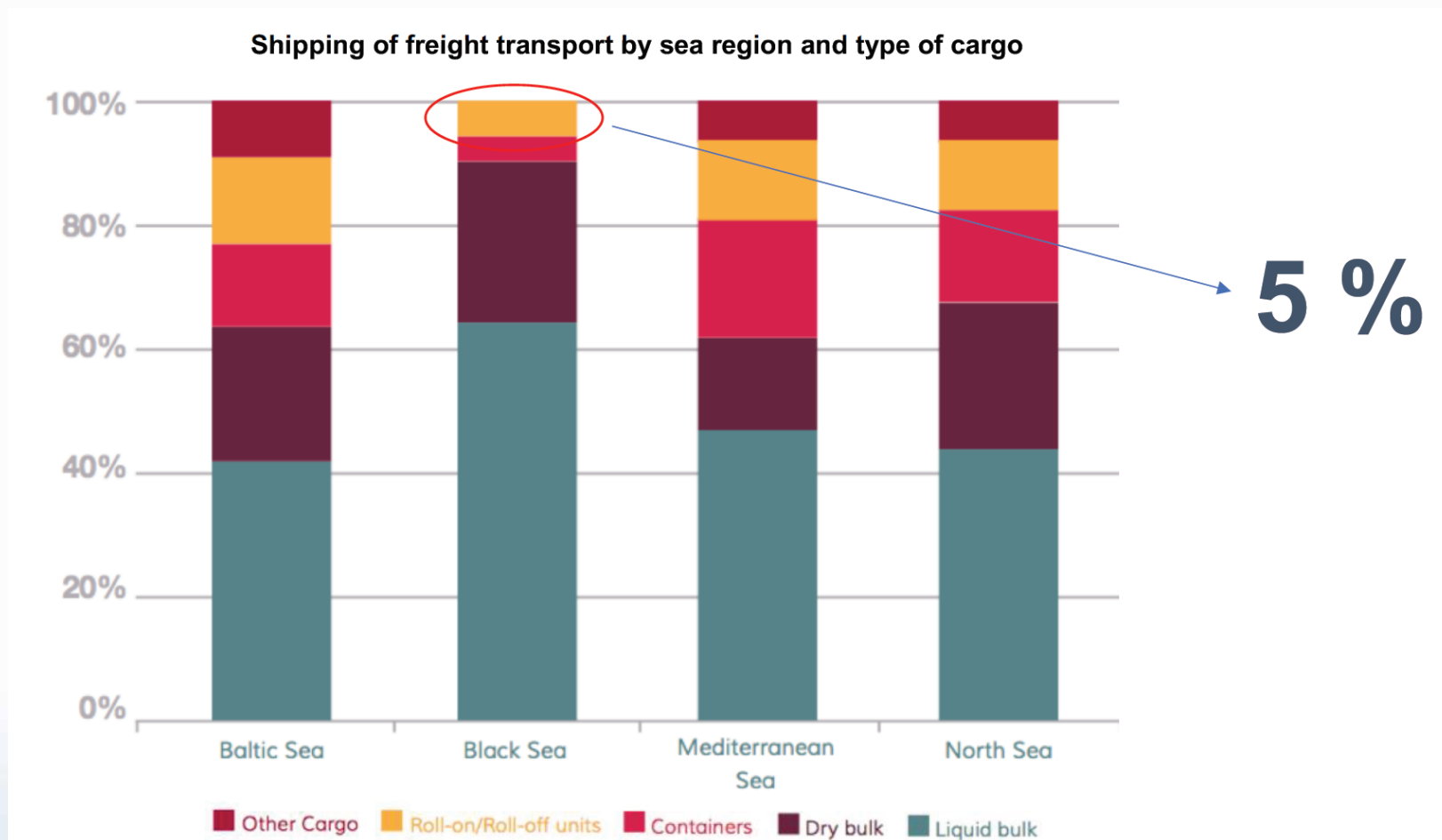
Higher density of ro-ro shipping networks ensures for minimum transshipments and higher capacity utilization. The service quality is backed up by increased number of sailings, higher turnaround time at ports and higher reliability of services.

Structure of ferry services in the Black Sea



All the attempts in the past to develop Cruise Ferry Concept in the Black Sea failed. The variety of Black Sea ferry services is the domination of medium range and particularly long range routes due to geographic varieties of the region.

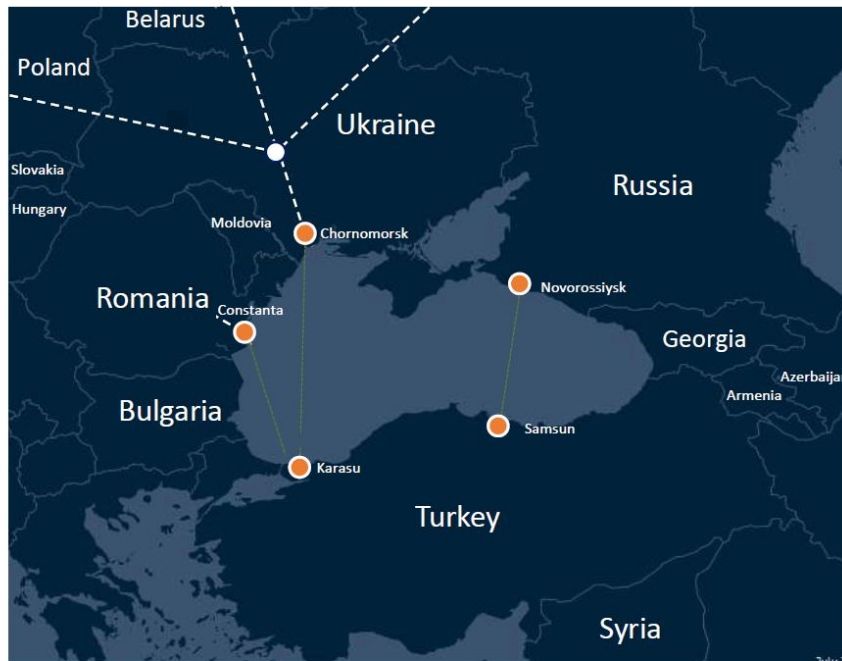
FERRY ACTIVITY AT THE BALTIC SEA, NORTH SEA AND MEDITERRANEAN SEA



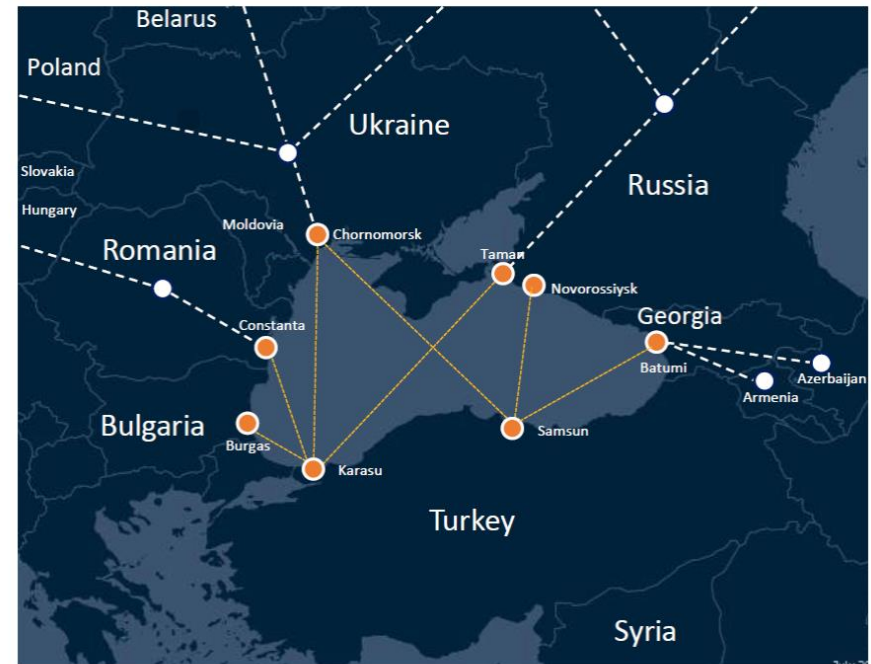
Source :
Short Sea Shipping in EU

IMPORTANCE of FERRY CONNECTIONS TO / FROM TURKEY

TODAYS MOTORWAYS OF THE BLACK SEA



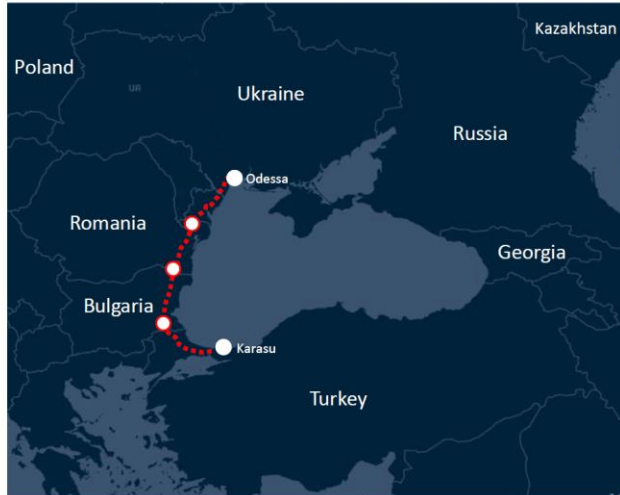
TOMORROWS MOTORWAYS OF THE BLACK SEA



Mainly truck and trailer (TIR) are transported to and from the countries on board a mix of Ro-Pax, Ro-Ro/Train and Ro-Pax/Train where drivers rest on-board, eliminating the thousands of kilometers for driving and time-consuming border crossings. Use of services mainly circumvents driving hour restrictions and transit time, meaning that goods can be transported on a Saturday or Sunday – the time when the demand for transport of goods is highest due to factory production schedules and heavily worsen the already congested borders.

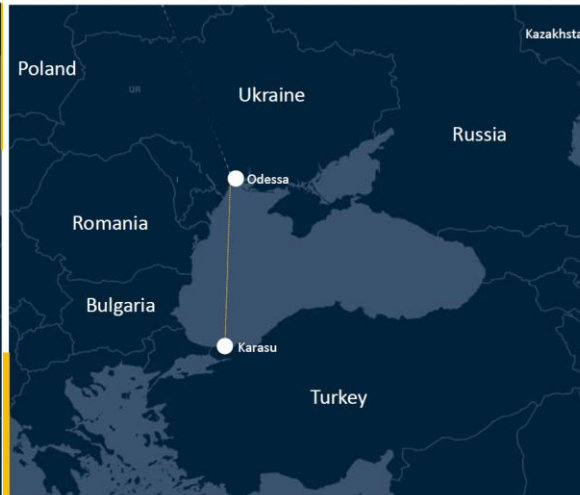
NUMBER of TRUCKS FROM TURKEY TO UKRAINE

Istanbul, Turkey – Odessa, Ukraine using road transport



○ # of border crossings between Istanbul - Odessa 1250 km

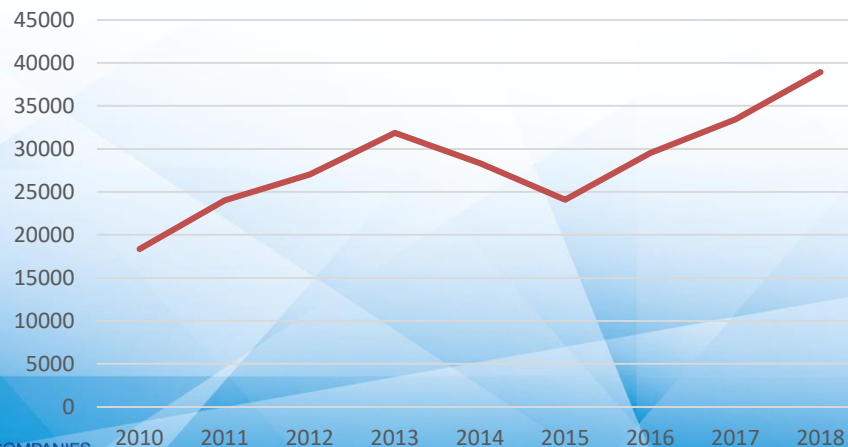
Istanbul, Turkey – Odessa, Ukraine using Sea Lines Service



Istanbul - Odessa 600 km

Difference Between Two Pictures !

- 3 more borders in road transport. It is meaning of extra waitings during congestion !
- 31% less CO2 emission per trailer means 824kg CO2 exhaust emission more!
- Transportation of passangers on the SEA at the same time !



CHERNOMORSK as ONE of the BEST LOCATION TO REACH EAST EUROPE

The port of Chernomorsk has the highest link quality which is due to the high frequency of ro-ro services.

The port is capable of providing two rail ferry and two road ferry vessels at a time. It has separate accesses for railcars and motor vehicles. Its capacities enable to annually transship **4.5M t of cargoes** in railcars, around **40,000 heavy trucks**, and **250,000 units** of automotive and agricultural machinery.





LYONEL A. MAKZUME GROUP OF COMPANIES

- Founded in Iskenderun, Turkey in 1944, LAM has grown from a single local shipping agency into a group of shipping, logistics and service companies.

- LAM has the know-how and integrity to develop strategic partnerships with companies and groups sharing the same professional and social values.

- This has led LAM to become not only a national leader in its field, but also a regional player establishing its own offices in countries neighbouring Turkey.



About The Group



WHO WE ARE

- Providing global transport solutions
- Family-run and global corporation

- Headquarter based in Istanbul
- Spread over 4 continents

- 30 offices around the world
- +400 multinational professionals



LAM Group Companies

LAM has evolved into a “group of transport companies” and offers a complete range of shipping, marine, transportation and logistic services.



LAM SHIPPING TURKEY



LAM TURKEY



LAM GEORGIA



LAM FRANCE



LAM AZERBAIJAN



LAM EGYPT



LAM USA



LAM IRAQ



LAM KAZAKHSTAN



LAM ROMANIA



LAM INDIA



LAM UKRAINE



JV & Partnerships

LAM offers a complete range of shipping, marine, transportation and logistic services.



GAC TURKEY

Sea Lines

SEA LINES TURKEY



SINOTRANS MAKZUME LTD.



SARENS MAKZUME



CMA CGM GEORGIA



MARLON



THANK YOU

