

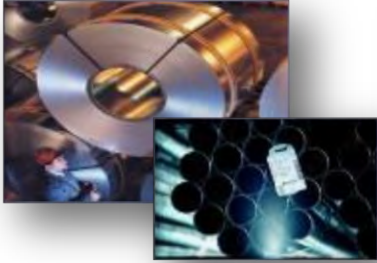
6th Black Sea Ports and Shipping Conference

19 May 2017, Batumi

Uygun DEĞİRMENCI

Port Director
Borusan Port
Turkey

BORUSAN HOLDING



Steel & Pipe

Distributorship

Logistics

Energy

**BORUSAN
MANNESMANN**

BORÇELİK

KERİM ÇELİK

**BORUSAN
PASLANMAZ BORU**

**BORUSAN
MÜHENDİSLİK**



**BORUSAN
MAKİNA**



**BORUSAN
GÜÇ SİSTEMLERİ**



SUPSAN

**Manheim
TÜRKİYE**

**BORUSAN
LOJİSTİK**

BALNAK



bukoli

BORUSAN — **EnBW**
Energy Outside

2016 figures
4,4 billion \$ revenue
7.500 employees

BORUSAN LOJİSTİK



Domestic Logistics

- Warehousing services
- Transportation and Distribution
- Customs Clearance Services
- Pre-Delivery Inspection (PDI)



International Trans.

- Container Forwarding
- Railway Forwarding
- Land Forwarding
- Air Forwarding
- Chartering & Multimodal Transportation

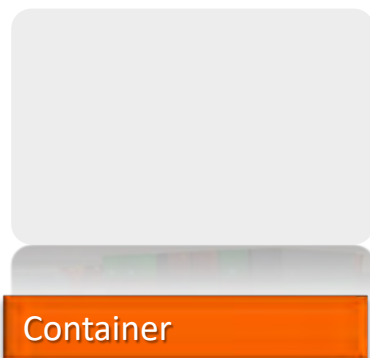


Borusan Port

- Container Services
- General Cargo Services
- Project Cargo Services
- PCC & Ro-Ro Services

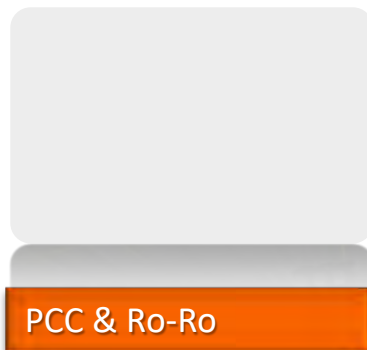
2016 figures
526 million \$ revenue
3.730 employees

BORUSAN PORT



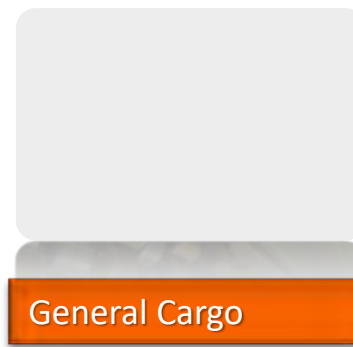
Container

- ✓ Loading/Unloading
- ✓ CFS Operations
- ✓ Reefer Container Services
- ✓ Empty Container Depot
- ✓ Inventory Management
- ✓ Value-added Services



PCC & Ro-Ro

- ✓ Vehicle loading/Unloading
- ✓ All types of H&H loading/unloading services (excavator, loader, trailer and other work machines)
- ✓ Stevedoring
- ✓ On-board lashing
- ✓ Labelling
- ✓ Washing
- ✓ Detection and repair of small damages on cars
- ✓ Inventory management



General Cargo

- ✓ Loading/Unloading
- ✓ Terminal Services
- ✓ Bonded/Unbonded Warehousing&Entrepot Services
- ✓ L/S/D services
- ✓ Inventory Management
- ✓ Stock Management

Project Cargo

•Loading / Unloading, L/S/D and warehousing services for all kinds of oversize cargos (machine, tank, wind towers, spools, yacht etc.)

2016 figures

543 employees
 250 k TEUs container
 300 k CEUs vehicle
 3.5 m tons general cargo



BORUSAN PORT - LOCATION



- ✓ In the strategic location of East Mediterranean and Black Sea maritime routes.
- ✓ In the intersection point of East-West, North-South directed international transportation corridors.
- ✓ Close to global automotive, white goods, FMCG, textile, furniture, marble, mine industries.
- ✓ An alternative hub for international trade.

BORUSAN PORT @2016

Annual Capacity

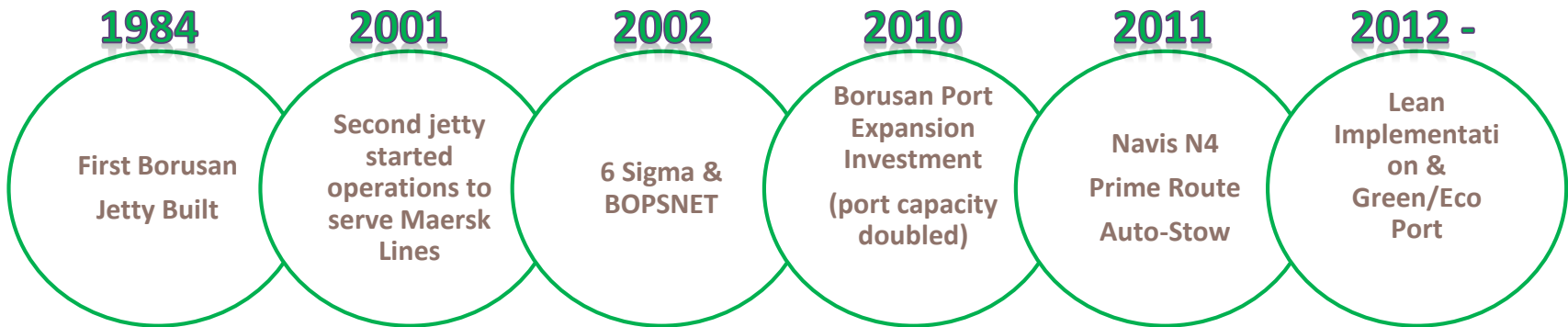
General Cargo : 5.000.000 tons

Container : 450.000 TEUs

PCC & Ro-Ro : 350.000 CEUs



BORUSAN PORT-MILESTONES



OHSAS
18001:2007

ISPS

IIP

ISO 9001:2008
Quality Management

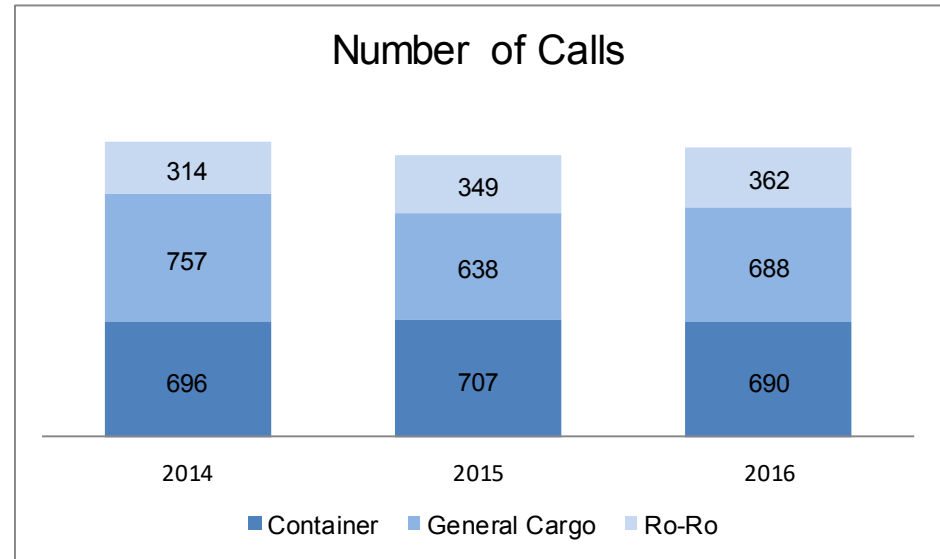
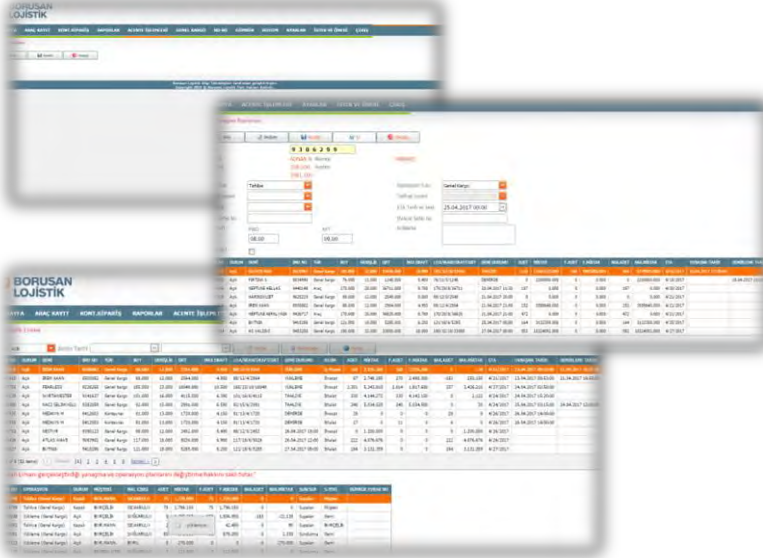
ISO 27001:2008
Information Security Management

ISO 50001:2011
Energy Management

ISO 14001:2004
Environment Management



BORUSAN PORT VESSEL TRAFFIC MANAGEMENT SYSTEM

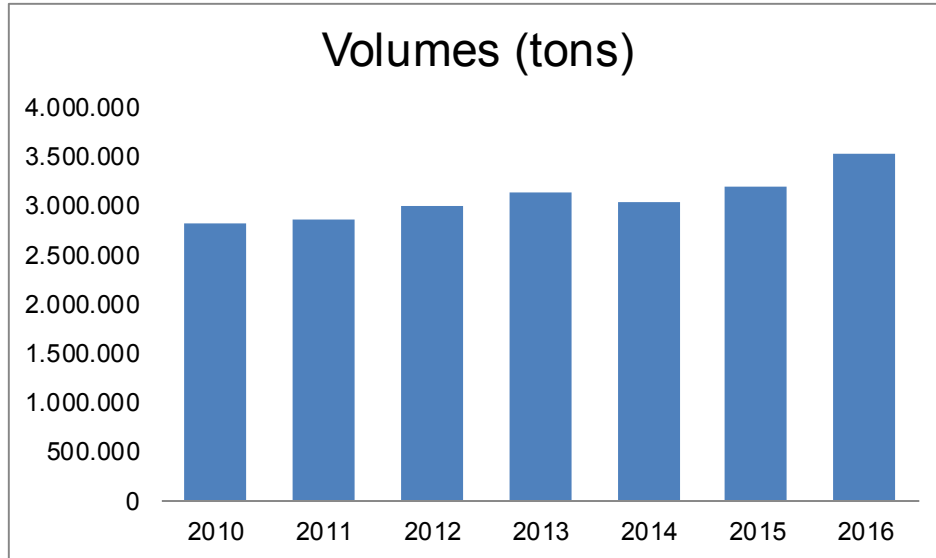


With Our Traffic Management System;

- ✓ Vessel Berthing Application,
- ✓ Vessel Traffic List
- ✓ Operation Movements (Moorage, Operation Time, Docking Plan)

- Borusan Port hosted 1.740 vessel in 2016.

GENERAL CARGO SERVICES



- ✓ **General Cargo Capacity of the Port:**
5.000.000 tons
- ✓ **Daily handling volume:**
6.000 tons

Shifting/handling rates: 16,8%

Value-added services

- Host test (Hatch lid leak test)
- Lashing services (L/S/D: Lashing Securing Dunnaging),
- Professional repairs-welding and other mechanical services

➤ Bonded&unbonded warehouses and A-type entrepot areas

GENERAL CARGO OPERATIONS BEST PRACTICES

Information Management System

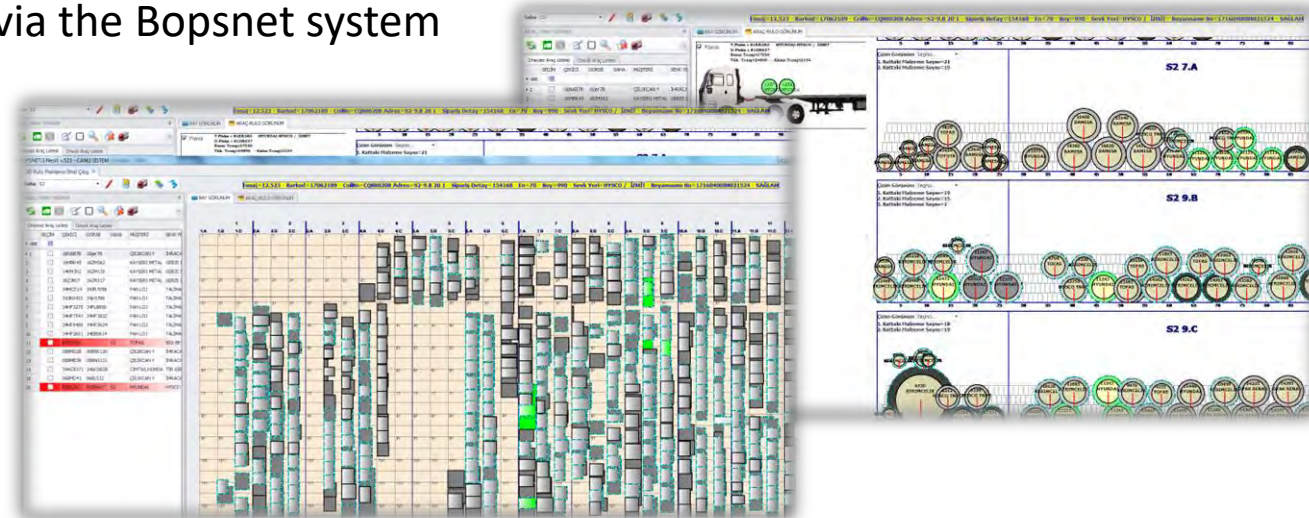
Stock Management System

Trailer and TTU Optimization

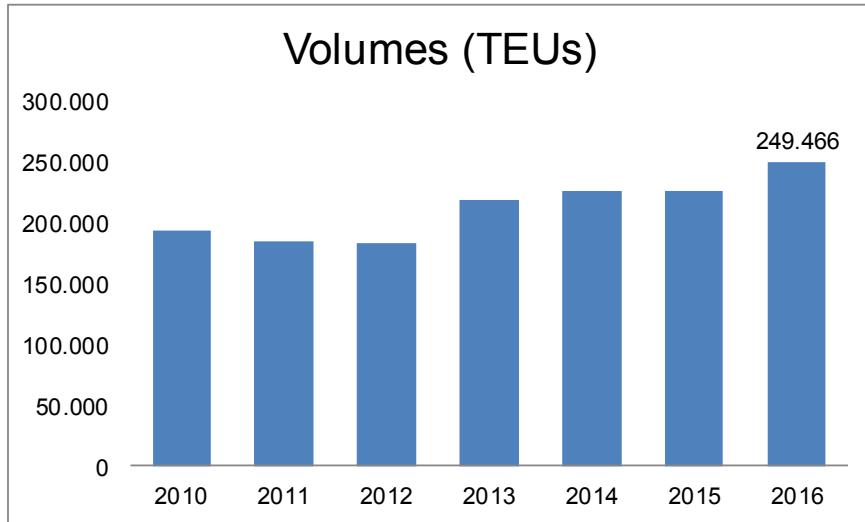
- ✓ The entire operation is tracked over the BOPSNET (Borusan Port Service Network)
- ✓ All products are tagged with RFID
- ✓ Customers are regularly updated with special reports
- ✓ Online customer monitoring of cargo information
- ✓ Interconnecting and integrating with customer systems(EDI)
- ✓ Web-based ship registering

- ✓ Provides time savings and operational shortening
- ✓ Stock tracking in 3D
- ✓ Instant data transfer
- ✓ Minimum transfer via the Bopsnet system

- ✓ Minimum vehicle and equipment using
- ✓ Fuel saving
- ✓ Low cost
- ✓ Environmental friendly



CONTAINER SERVICES



✓ **Container Capacity of the Port:**
450.000 TEUs

- Total 770 m (560 m linear) berthing place
- 140.000 sqm terminal area
- 3 SSGs, 8 RTGs
- **Operation rate : 90 containers/hour** (for mother vessels)
- **Truck turn time : 24,02 minutes**
- **Handling/shifting rate: 12,3%**
- **SSG operation rate: 30,4 mov./hour**
- **Truck turn time for CFS: 41,34 minutes**



CONTAINER OPERATIONS—UNBONDED EMPTY DEPOT



Depot Services

- Inventory management
- Grading
- Reefer PTI Services
- Reefer special cleaning&drying
- Damage inspection
- Washing
- Sweeping
- Labelling
- Estimate
- Repairing
- Painting
- Canvas mounting/de-mounting



0,5 km distance to main gate

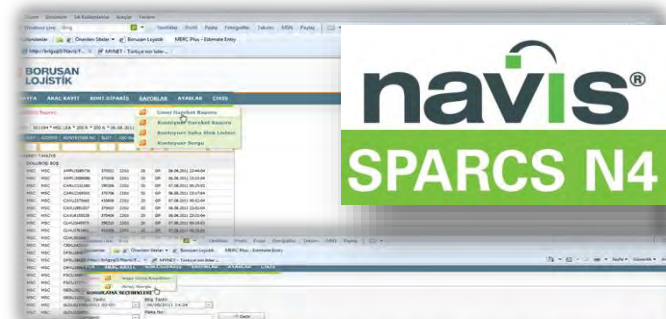
Capacity : 5.000 TEUs slot

Total Area : 50.000 sqm

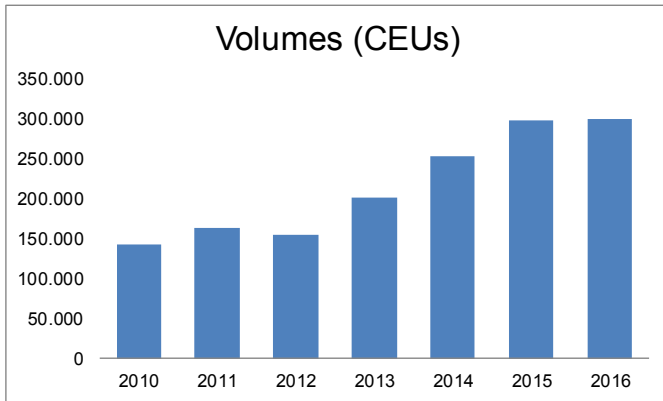


CONTAINER OPERATIONS BEST PRACTICES

- ✓ Borusan Port is using Navis Sparcs N4 since 2011.
- ✓ Container operations are tracked through automatically generated work orders.
- ✓ Full integration with liners
- ✓ Prime Route, Autostow and Expert Decking modules enable terminal optimization, faster and efficient planning and operations.
- ✓ Vehicle Registration Tracking Screen
- ✓ Tracking loading/unloading movements of the vessel
- ✓ Creating new order
- ✓ Order tracking
- ✓ IMDG Container Management System
- ✓ RTG self-driving system



PCC, RO-RO and H&H OPERATIONS



- ✓ Wide range terminal area
- ✓ **Operation rate:** 130 units/hour
- ✓ **Park area capacity:** 350 CEUs/year

Value-added services

- Ramp Service
- Fuel Service
- Battery Reinforcement Service
- Labelling Service
- Repairing services for minor damage detected in vehicles
- Small mechanical repair and maintenance services
- Added services
- PDI



RO-RO and H&H OPERATIONS BEST PRACTICES

Full entegration online information sharing with directly customer via Borusan Port Mobile and Bopsnet (Borusan Port Operation Service Network) System;

- ✓ Online vessel berthing, starting and departing times
- ✓ Entry-exit dated detail of vehicle chassis
- ✓ Number of the vehicles at yard
- ✓ Number of vessels
- ✓ Vessel operation
- ✓ Tracking system of vessel movements via Borusan Port Mobile
- ✓ Sending mail by end of vessel operations via Bopsnet



PROJECT CARGO OPERATIONS

Borusan Port handles the largest project type consignments in Turkey.

- Staff expertise, special equipment and superior location
- Handling volume : 40.000 tons /year of
- The top three highest tonnage single piece project cargo loads in Turkey:
1.100 ton/unit,
550 ton/unit,
350 ton/unit



- Port and Terminal Services
- Customs Services
- Warehousing and Distribution Services
- International Transport Services
- Value Added Services

Izmit Bay Bridge



OTHER BEST PRACTICES

- ✓ LED transformations of all equipments and yard (94% energy-saving)
- ✓ Waste recycling (protection of more than 10.000 trees)
- ✓ Personel training center
- ✓ Business Health and Safety Simulation Center
- ✓ Voice of Customer
- ✓ Dunnage recycling project



VOC FORMU

BORUSAN LOJİSTİK 17.04.2017 **VOC**

Hüsnel Adı Ara

Kaynak:

VOC Tipi:

Hüsnel Bölgesi:

Hüsnel:

VOC Üçüncü Tarih:

Hüsnel'in İstediği Günlük Tarih:

VOC Çıkarma Tarih:

Konu:

Açıklama:

Ekle

Diğer eklemek için burayı tıklayın



BORUSAN PORT BUSINESS HEALTH and SAFETY SIMULATION CENTER

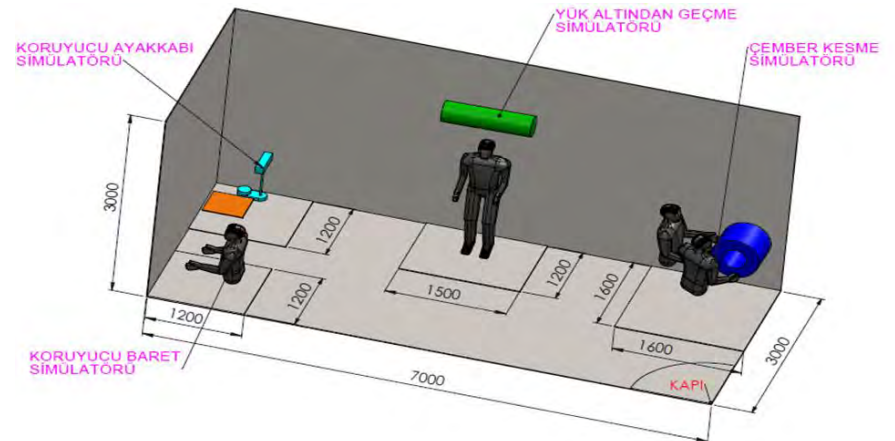
Our Simulations

Real Simulations

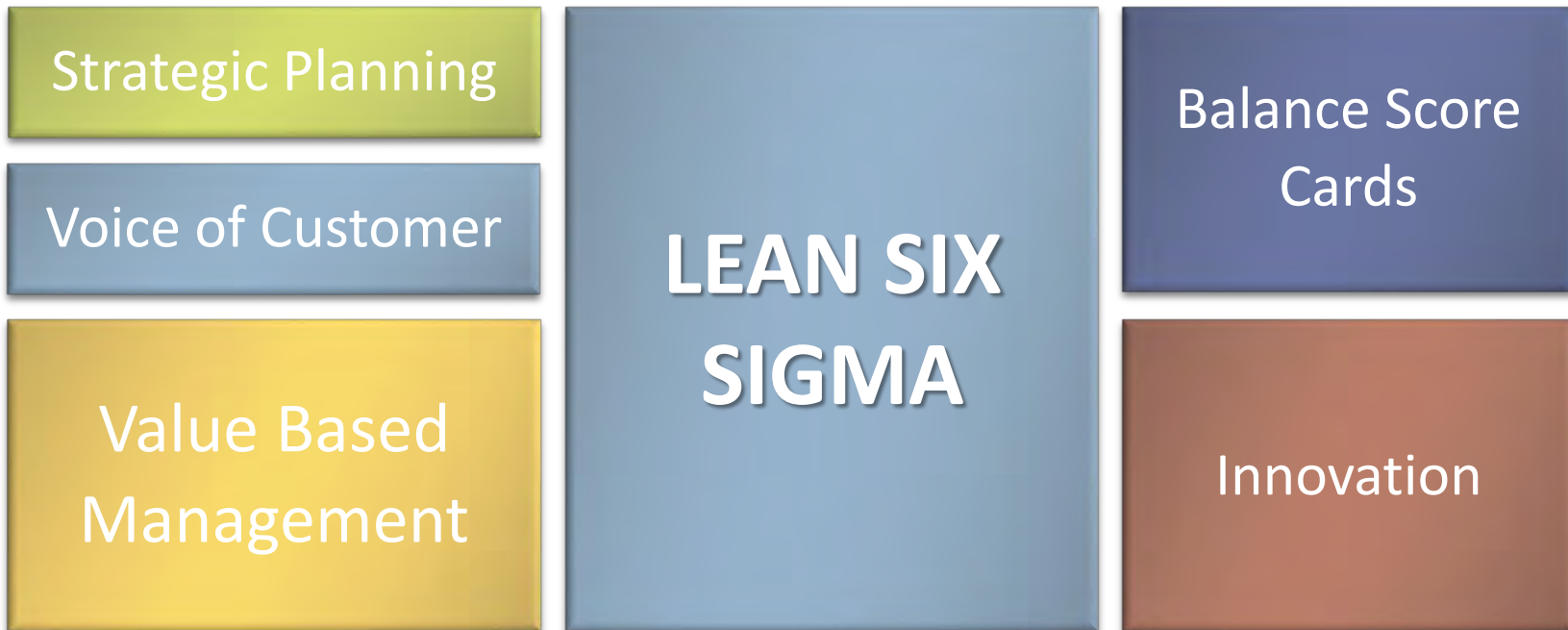
- ✓ Using of helmet against head injuries
- ✓ Using of proper safety shoes
- ✓ Circle cutting operation
- ✓ Standing while loading

Virtual Reality Simulations

- ✓ 8 major risks



BORUSAN LOJISTIK–MANAGEMENT PHILOSOPHY



BORUSAN LOJİSTİK-SOCIAL RESPONSIBILITIES



Lösemili miniklerimizi mutlu etmek istemez misiniz?
LÖSEV'e destek vermek amacı ile **11 Şubat 2011 Cuma** günü,
Borusan Limanımızda,
LÖSEV hediyeelik eşya satış standı kurulacak.

Gün boyunca kurulu olacak standtan hediyelerinizi alarak
LÖSEV'e destek verebilirsiniz.
**Haydi Borusan Lojistikliler, hepinizi LÖSEV standında
alışverişe bekliyoruz!**



KİM OKUYACAK?
haftada sadece 40 dakika

 Merak Kitaplar Projesi'nde gönüllü olun,
çocukları merak dolu yeni kitaplarla tanıştırtın!

 Özel Bekir Gönüllüler Derneği

BORUSAN PORT–GREEN/ECO PORT

- Is one of the first green ports in Turkey.
- All SSG's, RTG's & MHC's are using electricity to reduce our carbon emission.
- For every 10 containers handled at Borusan Port, for our employees' birthdays and their newborns, one tree is planted.
- With the help of our energy management system - ISO 50001, energy saving is supported by Borusan Port.
- From 2011 to 2016, 600 k trees had been planted by Borusan Lojistik.



Environmental sensitivity
integral to the core of our
being!



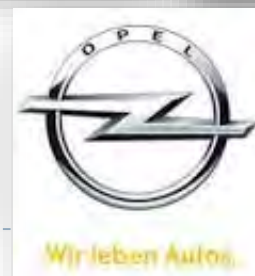
GENERAL CARGO SOME REFERENCES



PCC & RO-RO REFERENCES



HÖEGH AUTOLINERS



CONTAINER REFERENCES



Thank you for your time and attention!

