

IN TRANZIT



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Preface

The permitted dimensions and weights were documented in 1996 in the traffic directive 96/53/EC. This means that, for national transport too, the maximum dimensions in this directive must not be exceeded.

Due to possible improvements in transport efficiency, vehicle safety, new lighter construction materials, fuel consumption and new tyres with different authorised loads, it was imperative to modify the directive.

Unfortunately, the various EU countries have differing interests. For that reason, the European Commission has decided in advance to leave the current maximum loading area and weight as it currently is. In particular, the fact that the weights will not change will have a negative impact on improving transport efficiency and on the reduction of emissions. In a number of countries, 44 tonnes GVW (gross vehicle weight) is already permitted. Forty-four tonnes of GVW being permitted for cross-border transport within Europe could have been an enormous step forward in limiting the number of transport movements through an increased loading rate and a decrease in CO₂ emissions.

This lack of harmonisation also applies to the collection of tolls. The various countries have different toll rates, toll registration and toll payment systems. All of these different toll registration units have to be fitted in the cab of the truck. That is quite a challenge.

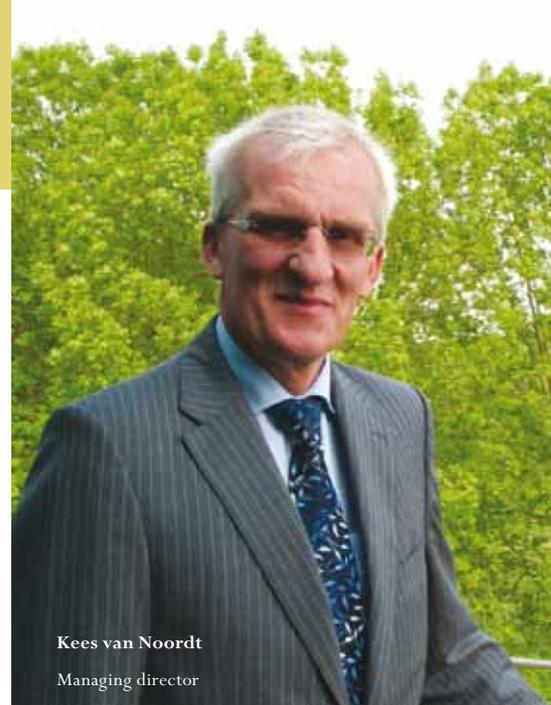
In various EU countries there is a movement towards the use of kilometre pricing. This is also inevitable in order to achieve high-quality infrastructure and to achieve the goal of CO₂-reduction through the road transport. This must, however, be linked to the vehicle's environmental performance.

Truck Platooning is considered to be the future of road transport. Truck Platooning means that the trucks drive at a short distance from one another based on automated driving technology. The distance between the trucks is therefore less than one second. The effect of Truck Platooning is lower fuel consumption, improved productivity of the driver and vehicle, improved safety, fewer accidents and lower CO₂ emissions.

It will take perhaps another five to ten years before Truck Platooning can be applied on a large scale, but the first operational projects will certainly start within a few years.

However, today our business sector presents more urgent problems which are Europe-wide. In many EU countries there is an (approaching) shortage of drivers. In recent years, as a result of the market downturn, the number of trucks on the road has reduced and therefore drivers have left the industry. At the same time, ageing plays a part. This needs an innovative approach to find and retain sufficient numbers of drivers.

We are, of course, focusing our attention on the foregoing and we continue to make every effort to transport our customer's goods using various transport modalities. <<



Kees van Noordt
Managing director

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Reliable partner vital for the logistics chain of the European chemical industry

Over the past few decades, Nijman/Zeetank has developed into a reliable partner in the logistics chain for the chemical industry in Europe. With its own branches in four countries and an extensive European network, the Company specialises in supplying logistical solutions that are reliable, safe, transparent and efficient. In order to be able to fulfil high and changing demands and the preferences of customers and the chemical market, Nijman/Zeetank offers logistical solutions by road, rail, short sea and inland navigation. Every day a team of dedicated, experienced and highly trained staff offer customers excellent service for the transport and handling of their important product flows.

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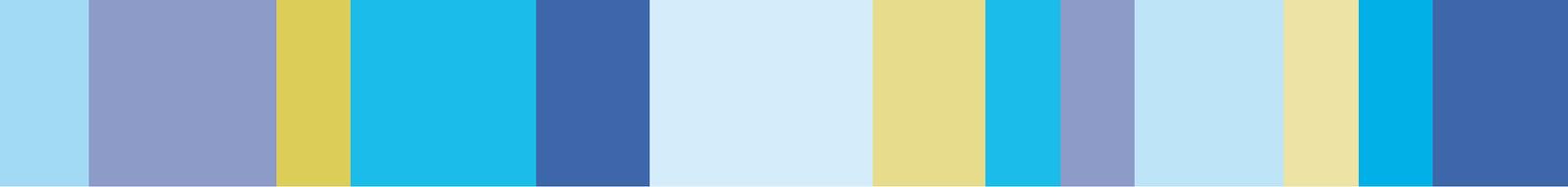
The logistical services of Nijman/Zeetank focus on clear and accurate communication with customers and partners in the logistics chain, the goal being to provide a service, to the customer's full satisfaction.

>> **Multimodal transport solutions**

Nijman/Zeetank specialises in the transport of bulk liquid chemical products. The company has its own branches in the Netherlands, Germany, England and Poland, and a strong network in Europe, with experienced partners. Nijman/Zeetank's logistical



IBCs can be stored and filled in Spijkenisse.



In Spijkenisse, Nijman/ZeeTank has three heating options.

solutions guarantee customers a service that is tailored to their product and market approach. This means that the transport solutions focus on transport through intermodal transport links by train, short sea and barge, but road transport is, of course, also possible.

>> High-quality service

Quality, safety and service, aimed at sustainable services, are the most important elements in the everyday work of Nijman/ZeeTank. The employees and suppliers are selected on these grounds and they focus on providing an out-

standing service to the customers of Nijman/ZeeTank. Using the modern Transport Management System, it is possible to inform customers about the status of its transport fleet.

Nijman/ZeeTank is certified in accordance with ISO 9001:2008, ISO 14001, the SQAS standard and AEO.

>> Tank container fleet

The Nijman/ZeeTank fleet consists of stainless steel 316L tank containers in various technical specifications, with a compartment size varying from 5,600 to 35,000 litres. The majority of the fleet

consists of single-compartment tank containers, along with two and three-compartment tank containers. Eighty percent of the single-compartment tank containers are fitted with baffles. Those ensure maximum flexibility in terms of the versatility of the transport of both light products and products with a higher specific weight. More than 70% of the fleet are ground operated units. This increases on-site safety at customers, because working at height is avoided. All tanks can be heated by steam, and some of the fleet are equipped with an electric or a glycol heating system.



Maintenance is mainly performed in our own workplace, which is fully equipped for the maintenance of tank containers.

Maintenance is mainly performed in our own workplace, which is fully specialised and equipped for the maintenance of tank containers. Tanks undergo frequent preventative checks. Nijman/Zeetank carries out the periodic 2.5 and 5-year inspections, as well as the vacuum tests and repairs which results in a fleet with a high standard of maintenance.

>> Value Added Services

Nijman/Zeetank offers various 'value added' logistical services. In Spijkenisse there are a huge range of storage options for all types of tank containers,

equipped with a 20-foot frame, heating, repackaging and drumming off. The customs department provides customs declarations and export documents. Nijman/Zeetank also has a weighbridge, handling up to 60 tonnes.

>> Handling storage

In Spijkenisse, all types of tank containers fitted with 20-foot frames can be stored. The terminal is closed off by fences and protected with cameras. Outside of office hours, a security service makes frequent rounds. The crane has a 40-tonne hoisting capability.

The container stack is suitable for the storage of unclassified products and many ADR-classified products. Containers can be stored under customs documentation. An interchange report is produced for the storage of every container and a daily stock record is available.

>> Heating

In Spijkenisse, Nijman/Zeetank have three heating options. **Steam.** There are eight computer-controlled steam connections. For every product a unique 'recipe' is created for

the heating, to ensure that the product's quality is maintained. The steam pressure can be regulated separately for each heating point. Heating is available 24/7.

Hot water. There are five hot water connections, where products can be very gradually heated until they reach the correct temperature. The temperature of the water is adjustable.

Electric. Two electrical connections are available for heating.

>> Filling of IBCs and barrels

The Spijkenisse site has a filling installation for barrels and IBCs. Customers can count on a flexible service, where fast order processing is possible.

Nijman/Zeetank also offer the following services:

- the filling of unclassified products and many ADR-classified products into IBCs, barrels, etc. and providing the labelling;
- after filling, the storage of unclassified products;
- palletising of barrels;
- loading bridge for the loading/unloading of containers;
- stuffing and stripping of containers;
- provision of documentation;
- provision of pre-transport and post-transport services. <<



To maintain the product's quality, the steam pressure can be regulated separately for each heating unit.

New European directives in force on 1 June 2015

A major industrial accident in 1976 in Italy (Seveso) resulted in the European directive on the risks of industrial accidents being drawn up. The objective of this directive is to lay down rules to prevent major accidents involving hazardous substances and to limit the effects of these accidents on human health and the environment.

The Seveso Directive has already been implemented in the European Union for many years and has recently undergone a third revision. This Seveso III Directive was published on 24 July 2012 in the Official Journal of the European Union and has been in force since 1 June 2015. In the Netherlands, the Seveso Directive was implemented in the BRZO 99 regulation (BRZO = Major Accidents Risks Decree). There are currently approximately 410 BRZO companies in the Netherlands.

On account of the storage facilities provided for loaded tank containers (ADR/NON-ADR), the Seveso III Directive is in force for the Nijman/Zeetank establishment in Spijkenisse.

At the same time that the new Seveso III Directive was introduced, the new CLP regulation was established. This system of Classification, Labelling and Packing (CLP) of hazardous substances will replace the GHS labels under the REACH regulation of 2007. This regulation should result in better protection of the health of both humans and the environment against the risks that can



be posed by chemical substances and should, at the same time, improve the competitiveness of the chemical industry in the EU.

As from 1 December 2010, all chemical substances have had to be classified in accordance with the CLP system. By contrast, compounds have had to be classified in accordance with the CLP system since 1 June 2015.

>> Compliance with CLP

Whether or not an establishment must comply with the Seveso Directive

depends on the classification and the quantities of the substances that are used, manufactured or stored. This classification is now derived from the provisions in the CLP regulation. The consequence of this may be that companies that, in the past, were not classed as Seveso establishments could now become Seveso establishments on the implementation of this directive. So it is important that an up-to-date file is available of Material Safety Datasheets (MSDS) of the substances that are stored within the establishment. <<

Relationship with Pilkington goes back three generations with the Syder family

For Neil Syder Pilkington is more than just a job; it's a long standing career and part of his heritage. Neil is the third generation of the Syder family to work at this historic glass company, and after working his way up from his position as a lab technician at the age of 16 he is now enjoying a new role as Head of Stock, Sales and Supply. It's a longevity that's mirrored in the Pilkington-Nijman/Zeetank relationship, which goes back in St. Helens as long as the Syder family's involvement in the glass industry. "

Neil has been in this commercial role for just over a year, and is relishing the challenge.

"I very much like the role and I'm constantly learning as it goes along," says Neil. "My background was operational. I worked at Lathom previously, in two different areas of operations, starting with Pilkington **K Glass™** when it was first produced at Cowley Hill." "As I've recently moved into commercial there is a lot to learn – a lot of getting to know people, and getting to know our customers. It might be thought of as the softer side but developing customer relationships is key to achieving sales and developing loyal customers. It's challenging... but it's exciting." Today Neil's role includes looking after the operational planning, the customer

service, and the commercial sales of stock sized glass, basically glass before it is processed by customers.

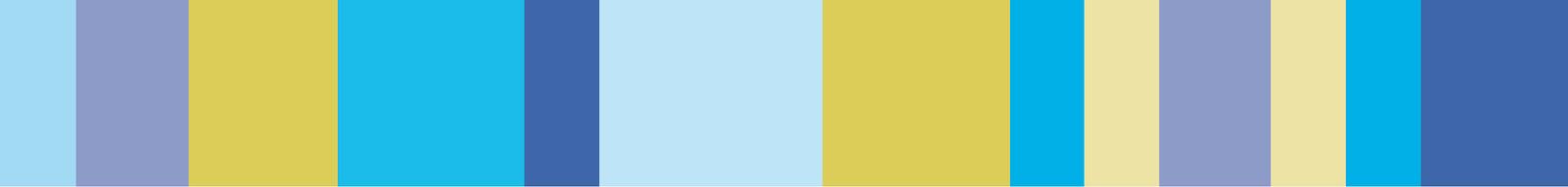
>> **The changing face of Pilkington United Kingdom Limited**

Over the last few years Pilkington United Kingdom Limited has undergone a great deal of change in a difficult marketplace, which saw the glass giant streamlining from a 3 line operation to 1 line in the UK. The company is now transforming its traditional manufacturing image, to become a more customer-focused company tailoring its efforts towards the customers needs.

The focus of the company is now clearly on creating smarter, value-added products – giving customers the best-possible products and helping

them see where they use value added products to improve their business performance.

"We've seen a lot of change in recent years," says Neil. "No one likes shutting float lines down but we've had to do it unfortunately as there was no real choice. We are the right size to do business effectively now and it's looking positive. Most of our assets are new, and very sophisticated, enabling us to operate more efficiently." "It's been a difficult time but we've had a good turnaround after very poor financial performance in recent years. It's a good start but there is a long road ahead to become sustainable and investable again." "Our relationship with Nijman/Zeetank has definitely been advantageous to us



Neil Syder wants to help create a more customer-focused Pilkington UK.



over the years and I would prefer to describe this as a partnership rather than a typical supplier-client relationship. We work well together and we both need each other to survive.”

“Nijman/Zeetank are more than just a haulier to us. They bring a lot of knowledge and expertise and similar to us, they’re keen to bring a lot of new technology to market. Nijman/Zeetank are at the top of the game, bringing new technology that enables us to get the best product to the customer.”

>> A Pilkington’s family tree

Neil Syder is flying the flag for the future of Pilkington, and who better than a man whose history is so firmly rooted in the business?

“I represent the 3rd generation of the Syder family to work at Pilkington,” says

Neil. “My Father started straight from school, working in the laboratories at Eccleston and he moved into production from there. He was fairly similar to me really, as I started in the labs at Lathom.”

“He worked his way up through the company, through the introduction of float glass and with various roles around St. Helens. He ended up as plant manager at Greengate and Cowley Hill. He also spent a couple of years in Halmstad, Sweden, from 1974 and the family moved out there – I was 4 or 5 years old at the time.”

Before that, there was Neil’s grandfather: “I never actually met him as he died before I was born but he was a warehouse manager at Cowley Hill back in the days where they had thousands of

people working in the warehouses – quite a big role.”
But it wasn’t the family connections that inspired Neil to pursue a career at Pilkington. “My Dad and I have a very similar mentality to life,” he says. “We’ve both always liked taking things apart, seeing how they work and putting them back together better if we can. My Dad was around to see the invention of floatlines and it was a perfect time for him – lots of new things – very exciting. Now the same sort of thing is happening in production but we’re improving rather than creating totally new things.”
For Neil, today’s challenges include helping create a more customer focused Pilkington UK, and with Nijman/Zeetank by their side they’re perfectly placed to present their new products in the most customer-focused manner. <<

A matter of weight

To be fair, hauliers all try to transport the maximum weight of cargo, whether this is limited by the total number of cubic metres with low-density loads or by the actual weight of higher density cargos, such as the glass transported by Nijman/Zeetank. The glass takes up just 60 percent of the legally permissible loading space, but remains just below the legally permissible weight.

The situation becomes even more complicated with the knowledge that, in the majority of countries in mainland Europe, the maximum gross weight is 40 tonnes on 5 axles and 27 tonnes is permitted on a three-axle semitrailer. However, in the United Kingdom, the maximum weight is 44 tonnes on 6 axles and just 24 tonnes are permitted on the three axles of the semitrailer. Things are made even more difficult by the fact that glass is usually transported in packs weighing 2.8 tonnes, because of the capacity of the cranes used in the warehouses of many customers. There is therefore a lot more to it than just loading sheets of glass until the maximum weight is reached.

Over the past 20 years, the average weight of an innenlader has fluctuated around 8 tonnes, and the weight of a truck in continental Europe was 7 tonnes, and in the United Kingdom 8.3 tonnes. As a result of emission standards becoming more stringent, this weight is continuing to rise. Furthermore, the pressure on costs is so immense that our glass customers do everything they can to make savings. It therefore makes sense to see whether an additional pack of glass can be transported, 9 instead of 8 on the mainland of Europe, and 10 instead of 9 in the United Kingdom.

>> Back to the drawing board

After having done more or less the same



The semitrailer is now 1.5 tonnes lighter through a clever new design.

for the past 20 years, a radically fresh approach was needed and every component had to be critically analysed. For Europe, this meant that the weight (that has to be as low as possible) contributed by a truck to an innenlader was reduced from 8.1 tonnes to 6.7 tonnes. This more or less indicates the margins.

In the United Kingdom it was more difficult. An additional pack is possible within the gross weight, but then the axles would be overloaded on a standard length trailer as it is well known that extra length also means extra weight. Also, in the United Kingdom, the types of cargo are much more complicated, varying from 27.7 tonnes of glass to 28.6 for thicker materials. Therefore, there are also even longer and lower sizes (LE sizes) of glass, which results in additional weight on the three axles of

the semitrailer. It was an almost impossible task.

After a lot of work and many discussions between ourselves and with the manufacturer of the semitrailers, Langendorf, and many tests and discussions with customers, a solution was nevertheless found for most load types. The bottom line is that the semitrailer is now 1.5 tonnes lighter through a partial redesign of the chassis that provides strength where that is needed. The loading area has been enlarged by extending the wheel base to the legally permitted maximum. At the same time, a truck was designed with Mercedes Benz, which is 700 kilos lighter than a standard truck, but that still offers the driver the highest level of comfort.

The results to date are impressive and live up to expectations - it looks good too! <<

Nijman/Zeetank supports projects for disadvantaged children

During 2014 there was coverage on a Dutch TV programme about La Vecina foundation. It was and is an impressive story about Nathalie Rietman from the Netherlands who set up the foundation in 2005. This was reason enough for Nijman/Zeetank to support one of the projects financially.

The La Vecina foundation helps disadvantaged children in the Colombian city of Cartagena to receive education and helps to ensure they really have a future. The foundation provides the financial resources needed to enable projects which it undertakes with its Colombian partner organisation, Fundación La Vecina, to be carried out. Initially the projects involved a basic school programme with classes of no more than 15 children, which specifically focussed on disadvantaged children with learning disabilities. Over the years, with its help, the foundation has been able to expand and it has also been able to provide psychosocial and medical care and support to parents.

>> Donation

As a company, every year-end we donate to a charitable cause. For several years, this has been UNICEF. Because of its relatively small scale, La Vecina (which means 'the neighbour') has been brought 'closer by'. The foundation's annual report shows that the majority (almost 99%) of the donations actually reach their destination.

In 2014, we made a donation among other things to the 'Ritmos de la Esperanza II' project which included



dancing and music lessons for all children at her school. The project follows on from 'Ritmos de la Esperanza I'. This is a cultural project, the main goal of which is to contribute to the personal, social and cultural development of children, by offering traditional Colombian dancing and music lessons. Research in the field of music and the development of children has revealed that children benefit greatly from musical education. Earlier studies have shown that, not only can this have a positive effect on the memory and the capacity to concentrate, but also that music gives children the opportunity to express themselves at times at which they cannot find the words to do so. 'Ritmos de la Esperanza' uses music and dancing lessons to teach the children about values, such as respect, tolerance and self-esteem and to be proud of their Afro-



Colombian identity. During the lessons, a safe and happy environment is created. Ultimately, this contributes to the children's general welfare, increases their self-esteem and helps them to look forward to the future. This is all extremely important when working with disadvantaged children and vulnerable families. Their daily lives are affected by poverty, violence and discrimination. In such harsh realities, the music and dancing lessons have a therapeutic effect and they give the children the chance to feel happy and carefree for a while.

>> Dangers

By offering children creative activities, there is less of a chance of them becoming victim to the usual dangers in their environment, such as illegal activities, drug abuse, sexual exploitation, etc.

By creating more income for various members of the community, the 'Ritmos de la Esperanza' project also contributes to the social-economic development in the neighbourhood. Because of the ties with other local projects, two young musicians have gained stable employment as teachers. In addition, a number of mothers have been hired to make the children's costumes. The instruments for the music lessons - the traditional drums, gaitas and maracas - have been hand-made by local people especially for La Vecina.

Nijman/Zeetank would like to continue sponsoring the La Vecina foundation in the future in order to contribute to the positive development of these young children. <<

(www.fundacionlavecina.com)

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