

IN TRANZIT



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Preface

After a lovely hot summer, which I hope you all enjoyed, it's now time to get down to business. The figures below reflect the urgency.

Various EU countries whose economies had been performing poorly over the past five years have been showing cautious signs of recovery. This is a significant development when we consider a very important indicator of the economy: unemployment.

In the middle of 2008, unemployment in the 17 Eurozone countries of the EU was 7.6 per cent. That same year, unemployment in all the 28 EU countries totalled 7.0 per cent.

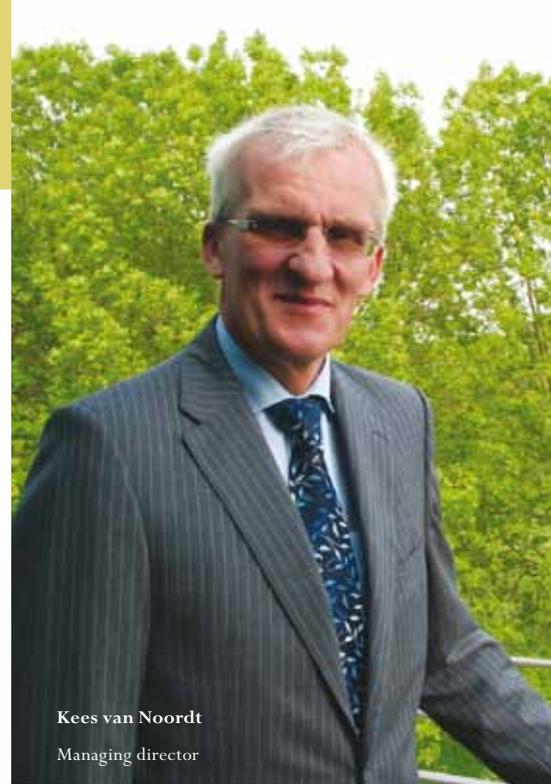
By mid 2013, unemployment in the Eurozone countries had risen to 12.1 per cent and to 10.9 per cent in the EU as a whole (28 countries). In absolute numbers, these percentages mean that in the middle of 2013, there were 26.6 million people in the EU (28 countries) and 19.2 million in the Eurozone (17 countries) were unemployed. These are very high numbers, which obviously have huge consequences for many people and families.

In the transport and logistic sector, measures have been taken in many EU countries. Various logistic companies have been forced to cut back their workforce, particularly drivers and a lot of transport equipment has been sold and not replaced. In many EU countries, the number of new registered trucks above 16 tons declined significantly. The main truck manufacturers confirm this picture with low production figures.

This year businesses have been making up for lost time. Old trucks are now being quickly replaced because trucks complying with the Euro 5 emission standard can still be registered until the end of this year. From 31 December 2013, however, the Euro 6 emission standard featuring big emission differences compared with Euro 5, come into effect.

There are no signs yet of a substantial expansion of fleets. In the near future, however, strong economic growth could increase demand for specific road transport. Not all transport is suitable for other modalities, so a shortage of road transport may occur. It will be a challenge to respond to this possible development in time.

In many countries, recovery is in its early stages. Hopefully, this is a sign of an economic upturn in Europe. The best thing is to put words into action. As always, we will accept this challenge alongside you. <<



Kees van Noordt
Managing director

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New style training at AkzoNobel teaches people to train themselves

Safety plays an extremely important role at AkzoNobel. “It’s a subject that connects us worldwide. Safety is what we all have in common”, says Johan van der Helm, safety manager of the Functional Chemicals business unit at AkzoNobel. We talked with him about the Confined Space Entry & Exit training, for which the first pilots took place last summer. Nijman/Zeetank transported the training unit to the European locations.

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“It’s important that we produce and transport our products safely. In the past, many different rules and procedures were drawn up. These were then given to the various business units. All sites and locations implemented them in their own way. The goal may have been the same but the paths were different, meaning that the result was not uniformly robust. A few years ago, we decided that this could be managed better, whereby the various sites and locations could learn from each other.”

So from this year, AkzoNobel is engaged in the global roll out of the Life Saving Rules (LSRs) with the Life Critical Procedures (LCPs). Johan: “We want to see several of those LCPs performed in the same way at every location, any-



Johan van der Helm: “It’s important that we produce and transport our products safely.”

where in the world, because otherwise you run the risk of people having an accident.”

>> Pilots

One of the LCPs is the safe entry to and rescue from a confined space, i.e. Confined Space Entry & Exit. Johan: “All locations must have a procedure and people must be trained to ensure the safe entry and exit from a confined space. The entire rescue procedure must therefore be well organised. We do this in a unique way, which is not standard AkzoNobel. This is because from our small department in the Netherlands, it is virtually impossible to explain to 41 locations worldwide how they should manage safety procedures. We therefore work with pilots at a

location in a specific language region, whereby we provide training tools and ensure intensive support. Other locations in the same language region are invited to take part. During the pilot, they learn how to provide the training themselves for their own people. They are therefore trained to train.” “The reactions to the training have been very positive”, says Johan, “because they learn from each other and also get to know each other.”

>> Involvement

According to Johan, this approach generates greater commitment to the whole training procedure: “The person who gives the training is not a manager, but a shift coordinator or operator. So

someone from the work floor who is exposed to the risks on a daily basis. These are people from the practice who thus learn how to discover competences in themselves and that works brilliantly. I support them where necessary.”

The Confined Spaces training is the second to be rolled out worldwide by AkzoNobel from the Netherlands. Johan: “Firstly, you identify your Confined Spaces, you label them and you barricade them. That reminds people that they may only enter with a permit. Secondly, a rescue plan must be drawn up, whereby their own fire service, the emergency response team, is trained at the sites on how to get people safely out of a Confined Space.”

>> Training unit

Specifically for the Confined Spaces training, a training unit has been developed for the pilots taking place this year in Europe. “This training unit consists of an isocontainer and a box container, which we take to the European locations. By means of this unit, people learn how to manage procedures and use the equipment. Nijman/Zeetank transports the training unit for us. After these pilots, the training is provided by the various locations on their sites. They do this using the guides that I’ve written for the training unit. But that’s not the end of it, because they then get the certification, the coaching, the auditing, improvement actions, etc. The training is just the start” says Johan. <<

By means of this unit, people learn how to manage procedures and use the equipment.





Cyclist Awareness Initiative

During recent years, the ever climbing price of fuel and the general desire for people to improve their lifestyle, there has led to an upsurge in the number of cyclists on the roads of the UK. Unlike the Netherlands where cycling is, for many a way of life, and much of the infrastructure has been designed to safely segregate them, it is a far different story in the UK where cyclists and motorists share busy roads and far too often the headlines report death or serious injury from incidents between them.

Much has been done to improve physical factors on trucks such as fitting sensors, side protection and extra mirrors, but there is no doubt that the greatest scope for improvement in safety lies with education and awareness. Let's face it, the majority of the general public has never sat in the cab of a truck so have no idea of the dangers they face from blind spots and the physical space needed. The key to safety is echoed in the following slogan: Stay in the green and be seen. As a result of this, St. Helens Council organised a Cycle Awareness Week,

culminating on Friday 21st June with an exhibition in the main square of the town centre, involving local health authorities, the police, and giving pride of place to a Nijman/Zetank tractor unit and Innenlader which we turned into a mobile cinema showing film footage of a journey through town both from a cyclist's and a trucker's point of view. This gave the opportunity for members of the public to get up close and personal with one of our vehicles, and in addition, three of our keen cyclist drivers were present to allow the public to sit in our cab and see the road from a truck

driver's point of view pointing out blind spots and danger areas. It was also a real benefit for them to share their passions as both truck drivers and cyclists and to give the benefit of their knowledge from both sides of the equation.

The event was a resounding success from all sides, and it goes without saying that Nijman/Zetank UK has pledged to carry this initiative forwards in the hope that if just one life, or injury is saved through greater awareness then it has been worth all the effort. <<

Fire extinguished: exercise successful

The 16 May 2013 started as a normal day at Nijman/Zeetank in Sandomierz (Poland), with no sign of any impending danger.

At around ten o'clock, the fire alarm suddenly sounded in the building. The alarm had been activated by a fire on the first floor of the administration building. This was the sign to start evacuating people in the building. All the employees, including guests in the building, proceeded to the designated assembly points. At the same time, the fire service was alerted about the fire and was soon at the scene. After counting the employees, it was discovered that two women were still in the building. The fire service immediately launched a search before extinguishing the fire. In an attempt to escape from the fire, one colleague had fled to the roof. The other colleague had been on the toilet when the fire broke out and had stayed there waiting for help. Thanks to the rapid response of the fire service, the two colleagues were evacuated. With the help of water canons, the fire service soon extinguished the fire and no injuries were reported.

Fortunately, this drama in Sandomierz was only an evacuation exercise by employees at this Nijman/Zeetank company. In collaboration with the commander of

The conclusions of this exercise will form the basis for preventive measures.



the JRG Fire Service in Sandomierz, staff from the security department at Nijman/Zeetank developed the scenario for the exercise. There were various objectives: to check that the fire equipment in the building was working, conduct an emergency evacuation exercise and coordinate these activities with the local fire service. The intended objectives were achieved and the resulting conclusions

will form the basis for future preventative measures.

At the end of the exercise, anyone who was interested could admire the view over the surrounding countryside from the top of a ten metre fire service ladder! In the hope that we won't need to use the skills that we practised during this exercise, we have already booked a course with the fire service for next year. <<

Sachtleben: efficiency important success factor in logistics

For Sachtleben Chemie GmbH efficiency is one of the main factors that contributes to success in the logistic sector. The service providers are key for a chemical company. That's why it sets high standards. Sachtleben even feels that service providers should meet these standards, ultimately aiming at long-term cooperation.

Sachtleben is a specialist chemical manufacturer of high quality white pigments for paint, veneer, plastic and textile additives - in fact anything white. The company was founded 130 years ago and started production of white pigments based on zinc and barium. Through a joint venture with DuPont, Sachtleben later acquired the knowhow required for the production of titanium dioxide pigments, its current main field of activity. Sachtleben has around 2,200 employees, achieves an annual turnover of 800 million Euros and in 2012 had an operating revenue (ebitda) of 150 million Euros. Last year, the company bought its erstwhile competitor Crenox GmbH in Krefeld. Sachtleben is also the subject of a takeover by the American company Huntsman. They are now waiting for approval from the Competition Authority, as well as more information regarding Huntsman's plans and objectives.

Patrick Ley manages the Duisburg branch and is responsible for purchasing the transport and logistic services for all the German branches. Until the end of 2010, Patrick worked for Cognis GmbH, where he was responsible for the European purchase of logistic services. In 2010, Cognis GmbH



The cooperation with Nijman/Zeetank is going smoothly, according to Patrick Ley. "In my view, that's the greatest compliment I could give."

became part of BASF, after which he became head of Logistic Acquisition at the BASF branch in Düsseldorf.

>> Cooperation

Business with Nijman/Zeetank is going smoothly, according to Patrick. "In my view, that's the greatest compliment I could give. We weren't satisfied with our previous service provider, so we started looking for a new partner. Since then, we've found ourselves in calm waters. Everything's going really well, with no excesses and everything performed to

our satisfaction. And with lots of attention to quality."

In the coming years, Patrick doesn't expect any real change in the business with Nijman/Zeetank. "We're delighted that we have such a high quality standard. And we don't worry about a few Euros here or there. Unless anything major occurs at Nijman/Zeetank, we plan to continue as we are. The aim is a sustainable long-term relationship. That's important to us. We're talking about an activity with a turnover of around half a million Euros. In view of

the planned merger of various companies, we might even expand the business further.”

>> IT and track & trace

Efficiency is one of the main factors that leads to success in the logistic process. At the moment, there's an IT project aimed at optimising the automation level of our logistic processes. We attach great importance to the fact that Nijman/Zeetank, just like all the other service providers, will adapt to our requirements. Fortunately, we have no reason to complain about Nijman/Zeetank.”

Sachtleben is also involved in connecting the software, in order to radically automate the entire order planning so that the material planners only have a

little picking & packing.” Sachtleben feels it's important that alongside the order confirmation, the client is also able to track & trace his order. “The greatest challenge for us is not so much transport by land, but transport by water. The data quality from the shipping companies is poor and the data often takes a long time to materialise. For road transport, we expect to have everything up and running reasonably soon.”

>> Integration

In the framework of the 'One Face to the Customer' strategy, Patrick wants to permanently integrate the transport process into customer service. To achieve this, the previously outsourced transport planning was brought back into the company. The takeover started on

the environment in logistics, Patrick is clear about Sachtleben's policy. “In principle, Sachtleben does not produce waste. We use all the products and materials that we buy.” Sachtleben is certified according to most ISO standards, also ISO 50001, the international standard for energy management systems. The company also monitors whether the service providers adhere to this policy. “We are certified according to ISO 14001, an environmental management system. We also have hygiene certification and certificates for the food and pharmaceutical industry, for example ISO 9001. An absolute must is that all our service providers have at least ISO 9001 and SQAS certification and preferably ISO 14001 too. That's always clearly reflected in the appraisal

monitoring role. This project is due for completion by the end of the first quarter 2014. The supplier's track & trace systems will then be connected to this software. Patrick: “This tool will enable us to derive KPIs too. We're giving ourselves until the third quarter of 2014 to get this tool up and running and to ensure that everything is working as it should. The link itself and the automation of the SAP systems must be completed at the end of the first quarter. At the end of the third quarter, all the other functions must be available too.”

>> SAP

Everything is based on SAP, the standard for ERP systems, which forms the basis for Sachtleben. But Sachtleben consciously avoids SAP add-ons such as TM. “We don't need all those add-ons or supplementary SAP functionalities. Our portfolio is very much determined by loads with very

1 October. The previous Lehnkering office in Sachtleben's premises closed on 30 September, after which Sachtleben took over the management. “We were well prepared, but obviously we also see that the systems are in urgent need of updating. In the long term, our personnel won't be able to manage if the systems aren't up to date.”

Clients won't notice any change because they didn't know the contact people who were responsible for the logistic handling anyway. Clients only had contact with the employee from customer service or the sales department. And that will remain the same. With this step, however, Sachtleben wants to bring the departments closer together and achieve shorter communication lines in the mid term.

>> Sustainable

In terms of sustainability and protecting

of the service provider. We do accept SQAS because SQAS looks at the relevant environmental criteria for transport companies. In a non-manufacturing sector, 14001 is sometimes asking a bit too much. We actively enquire about that and also check this on site at our suppliers. That's something we are required to do with respect to our own certification. But SQAS actually comes quite close to ISO 14001 for freight transport companies. We also feel that it's very important for the cleaning installations to be certified according to all the applicable standards.”

Green logistics is a must for Patrick. To him, it's important that a company takes this into account and develops green initiatives. “We try to integrate our activities into the surroundings and the environment as far as possible.” <<

At its own stand at Transport Logistic 2013 in Munich, Nijman/Zee-tank welcomed a huge number of visitors.



Transport Logistic 2013 in Munich

Between 4 and 7 June this year, Transport Logistic, the biggest logistic trade fair in Europe, took place in Munich. Every two years clients and service providers from the logistic sector come together to meet and learn about innovative solutions and products which will add value to the transport, logistics and telematics sectors.

Two years ago, Nijman/Zee-tank took part in this trade fair for the first time together with several other companies. After this successful introduction, we decided to do it alone at the next edition. We mentioned this in the last edition of 'In Transit', in the run up to Transport Logistic. With our modern and high profile stand, designed by ourselves, Nijman/Zee-tank was a prominent presence in Munich this year.

In 2013, Nijman/Zee-tank bought 50 new 30,000 litre tank containers (see article on page 11) and 30 new lightweight chassis. A combination of this new equipment formed the focal point of the stand. This gave us the opportunity to show our visitors the latest technological developments and our vision on the use of our equipment.

We welcomed a huge number of visitors to our stand, including existing and

potential clients and suppliers. This meant that we were able to tell them about new developments and share information. We also made some very interesting contacts and pinpointed opportunities for new business. We can certainly say that our participation in the trade fair was successful. Over the next few months, we will work hard to follow up those conversations and convert them into new contracts. <<

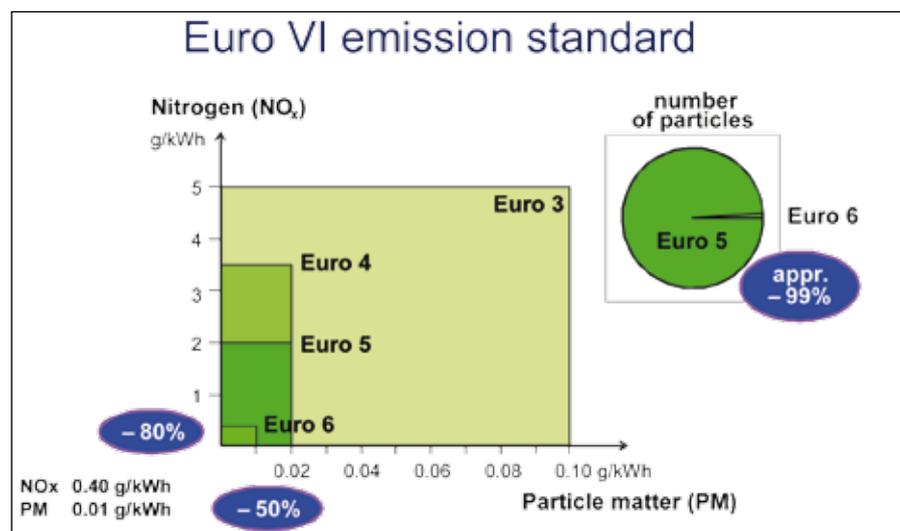
Nijman/Zeetank chooses the most sustainable solution

Nijman/Zeetank is taking delivery of 40 new Scania trucks. Despite the extra investment compared with Euro 5 engines, the company feels that it is important for the new fleet to be equipped with Euro 6 engines. This is because the new engines have far less impact on the environment, which is a major priority for Nijman/Zeetank.

For many years, truck engines in Europe have had to comply with a Euro standard which establishes the emission of NO_x (nitric oxide), PM (fine particles;

Compared with Euro 5, in Euro 6 the number of soot particles has been reduced by **-/- 99 per cent**.

engines. At the end of this year and early next year, 40 new Scania trucks with a Euro 6 engine will be delivered. In the specification of the trucks, there was a great deal of attention in the gross vehicle mass of the truck in order to maximise the permitted loading capacity. Many transport companies (and sometimes manufacturers too) are uncertain about the term 'gross vehicle mass'. Both transport companies and truck manufacturers regularly use the wrong term (usually with lower weight than the real weight). According to the EU directives 97/27/EC and 2007/46/EC, the registration weight of the vehicle, as stated on the registration certificate, is the same as the gross mass of the vehicle with trailer coupling + 90 percent fuel in tank + 100 per cent other liquids (cooling fluid, lubricant, oil, AdBlue) + tools + spare wheel (if present). From a social and ergonomic perspective, Nijman/Zeetank feels that it is important that an international driver, regardless of the driver's nationality, has sufficient room (and standing room) in the cabin. The new vehicles have therefore also been optimised in this respect, taking into account both conditions, and still have a registration weight of less than 7,000 kilos. <<



PM = particulate matter, number of particles smaller than 10 micrometres) and HC (hydrocarbon).

Trucks with a Euro 5 engine can still be registered until 30 December 2013. After that date, however, only trucks with a Euro 6 engine can be registered.

Compared with the Euro 5 engine, a Euro 6 engine has considerably fewer emissions: NO_x **-/- 80 per cent**, PM **-/- 50 per cent** and HC **-/- 72 per cent**, (values measured in g/kWh). From the Euro 6 standard onwards, the number of soot particles must also be measured.

In recent months truck manufacturers have experienced a huge rise in the number of orders, surprisingly many still with Euro 5 engines. This is largely because Euro 6 trucks are more expensive because of their sophisticated technology. Another reason is that in the Euro 6 standard, the manufacturer must give the government a seven year or 700,000 kilometre guarantee.

Despite this extra investment, the huge reduction in emission values was the reason why Nijman/Zeetank decided to replace its existing trucks by Euro 6

This year Nijman/Zeetank bought another 50 new 30 m³ containers.



Continued expansion of container fleet

We have already mentioned the arrival of 70 new containers to expand our existing container fleet. These containers, varying from 25 m³ to 30 m³ in volume, have since been brought into action on different modalities at many European destinations. This year, another 50 new 30 m³ containers have been purchased to further expand the current fleet.

These containers have been built according to the same specifications as last year's containers. This means that Nijman/Zeetank can develop and facilitate further growth. In order to operate as flexibly and efficiently as

possible, the containers are fitted with baffles and are fully 'bottom operated'.

Due to various activities at the terminals, the containers have a lot to contend with in short-sea traffic. A great deal of time is

devoted to designing the containers to minimise the risk of damage. The damage statistics show a positive trend - since the introduction of the new containers last year, damage statistics have declined by 12 percent. <<

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