

IN TRANZIT



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Preface

Looking from macro to micro, from far away to close by, it is obvious that there are major problems in various places throughout the world; just a couple of examples are the war in Syria and the famine in Africa. Europe is celebrating the sixtieth anniversary of the Union, but at the same time there are challenges, such as the refugee crisis, an upcoming Brexit and intense discussions between the various EU Member States on how to tackle these and other problems, not forgetting the devastating attacks in France, Germany, the United Kingdom and Sweden, with numerous fatalities and many seriously injured people.

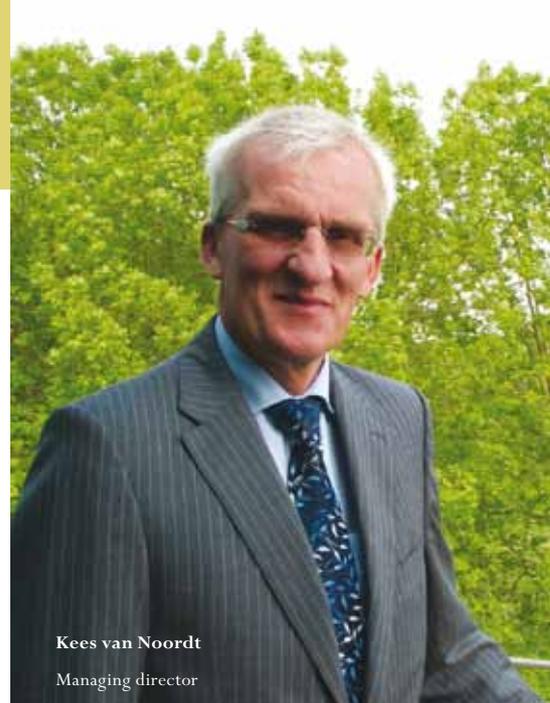
Closer to home, we have the challenge of sustainability. For example, the Port of Rotterdam is strongly committed to reducing CO₂ emissions. According to the Paris climate deal, this century the temperature must not rise by any more than 1.5 to 2 degrees centigrade. The Port of Rotterdam, with all its fossil fuel-related industry, contributes significantly to this. The port is responsible for 19 percent of Dutch emissions. Various plans are therefore afoot to considerably reduce this percentage, for example, by capturing CO₂ and storing it underground through carbon capture and storage (CCS) and by creating a closed system for the complete recycling of fossil fuels for the chemical industry, in combination with renewable fuels, such as hydrogen from wind energy and solar power. The use of LNG in the shipping industry is also strongly encouraged, by lowering port taxes for LNG-fuelled vessels. Nijman/Zetank is active in the transport of LNG and is therefore part of this transition process.

As a company, we have focussed on sustainability for many years. For example, by separating and disposing of the various waste flows in a controlled manner, by regularly modernising the truck fleet and by investing in solar panels. In addition, for years we have been leading the way in the use of intermodal transport in the chemical industry. Elsewhere in this magazine, you will read about the solar panels which were installed in Spijkenisse towards the end of 2016. In mid-2017, a portion of the truck fleet will be replaced by trucks that meet Euro 6 standards. Once these have been replaced, more than 75% of the Group's trucks will have Euro 6 engines.

We will most definitely keep you informed about the latest developments on this topic. Although we are currently only in the middle of spring, we hope you all have a lovely summer. <<

Nijman/Zetank at Transport Logistic

This year, Transport Logistic will take place from the 9th to the 12th of May in Munich, Germany. As was the case in previous years, Nijman/Zetank will once again be represented with our own stand and we look forward to welcoming you to the trade fair. <<



Kees van Noordt
Managing director

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Solar power reduces fossil fuel consumption and produces lower CO₂ emissions

Not only is Corporate Social Responsibility a hot topic in the sector, but as a logistics service provider which uses vehicles that produce CO₂ emissions, Nijman/Zeetank believes it is also its moral duty to operate as sustainably as possible. For years, on-site energy consumption has been a major expense for the Company. The workplace, office, container crane and the industrial heating system for tank containers in Spijkenisse all use electricity. In recent years, the company has invested significantly in systems that use electricity more efficiently and over the past ten years this has resulted in a 25 percent decrease in total energy consumption even though the Company has undergone an expansion and seen further growth in its activities. A new roof-mounted solar array will now reduce the use of fossil energy and the production of CO₂ emissions further still.

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For a long time, we have been playing with the idea of using the 1,750 m² roof of the warehouse in Spijkenisse to generate renewable energy; however, everyone has been trying to get in on the act of the turbulent solar panel market, and this made us tread carefully. A PV installation (photo-voltaic, or an installation that converts solar power into electricity) is a considerable investment, with a long payback time and for that reason, reliable suppliers who are able to offer

good guarantees are also important.

>> **Payback time**

The Sustainable Energy Foundation (Stichting Duurzame Energie) helps businesses in the Netherlands to reduce this payback time; with a subsidy in place, for a 15-year period, a tariff is paid for each kWh generated. This is, however, subject to the condition that once the subsidy has been awarded, the installation must be completed within a

three-year period.

We found a supplier who, based on technology and innovation, is perfectly in keeping with Nijman/Zeetank's own business philosophy; this supplier offers a German panel, developed and manufactured entirely in-house. During meetings, a good relationship was formed with the supplier and the manufacturer, which resulted in us becoming the first company to take delivery of the latest Bisun glass panel.



The new installation operates on daylight, meaning solar power is even produced when it is raining or foggy.

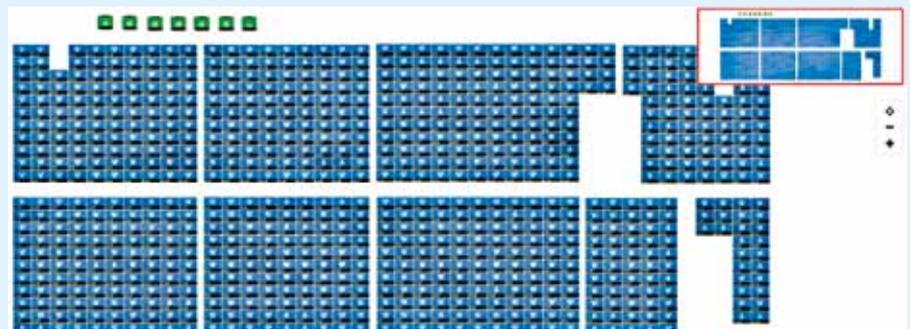
By using the latest glass technologies, this solar panel also has a very long life expectancy, high mechanical durability and low degradation rate. The installation operates on daylight, meaning solar power is even produced when it is raining or foggy. This is because the solar panel backsheet is made from glass instead of synthetic foil, which does perhaps increase the cost of the panel, but the glass is less vulnerable than plastic to the effects of UV light. This construction guarantees a low degradation rate of the panel.

>> **Maximum yield**

Along with the Solaredge inverters, a PV installation comprising 824 panels was installed on the roof, allowing the maximum yield to be utilised. As a whole,

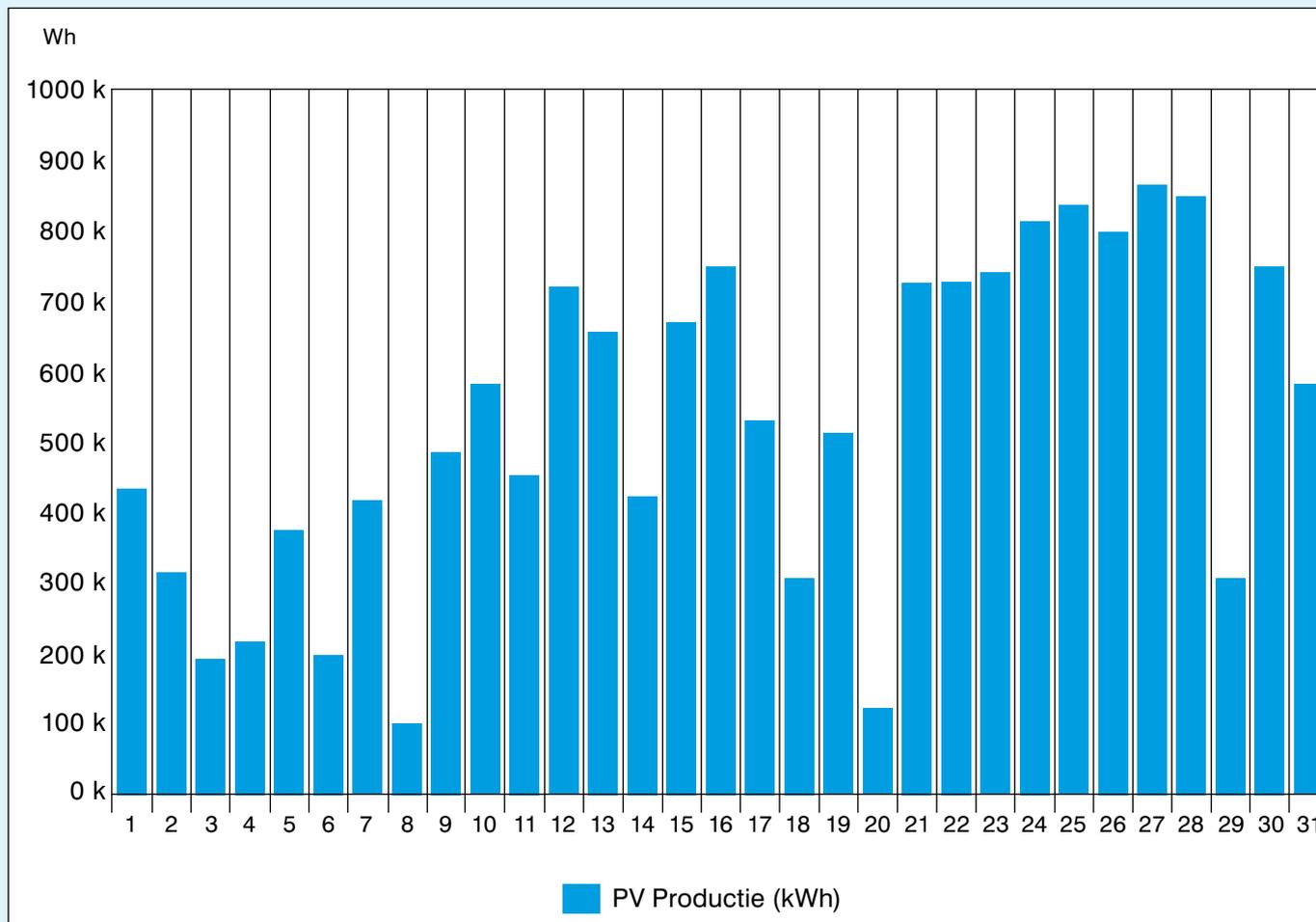
the installation is able to supply approximately 220 MWh of power a year, which is approximately two thirds of the company's overall energy consumption, which means Nijman/Zeetank will be able to reduce CO₂ emissions at the Spijkenisse site by approximately 100,000 kg. A parallel system was chosen where, using an optimiser, the panels are connected to the inverter in pairs.

A major benefit of this configuration over the string system (up to 30 panels connected to one inverter) is that the yield remains high when the panels are in the shade or if they are dirty. Using a simple tool on the computer or smart-phone, this enables the PV installation to be monitored at panel level, plus any failures can easily be identified, using a virtual layout of the roof in the



(illustration 1)

(illustration 2)



monitoring system. (see illustration 1).

>> Smart system

The 824 panels are mounted on an ultra-light mounting system. The north-south configuration prevents peak power outputs that are too high. This configuration means that the peak power output is a little lower, but during the day more solar power is generated and therefore reinforcement of the main connection wasn't necessary. Furthermore, the installation is fitted with a dynamic power control. This increases the capacity of the entire installation by first measuring the installation's own consumption and then adding this in

real-time to the capacity of the connection. This smart system therefore ensures that electricity generation can continue unhampered when consumption is satisfied. (see illustration 2).

A PV installation often works at a high voltage and a voltage of 500 V between the panels and the inverters is perfectly normal. The combination of optimisers and inverters ensures that, in the event of a power failure or if the current is interrupted, the voltage is reduced to a harmless level of around 20 V. Prior to the system being installed, the strength of the roof was properly calculated, and to be able to guarantee

good drainage after installation, the run-off of the roof was increased by 15 mm. The steel beams were pushed up and bolstered and because of the innovative technology, no changes were needed to the structure of the roof itself. The total installation results in an additional roof load of on average 15 to 20 kg per m² extra. This additional roof load has been compensated for by enlarging the existing drain holes in the roof and the bitumen roof covering was also replaced. This has resulted in a 'green roof' that can provide Nijman/Zeetank with renewable energy, hassle-free, for the next 25 years. <<

KH Chemicals records global growth

KH Chemicals - An introduction to the world of KChemistry

Today, KH Chemicals is an important player in the global chemical product market. This commercial company's strength lies in selling and distributing chemical freight in bulk and its products can be divided into four product groups: solvents, acrylates, monomers and plasticisers.

The Dutch company has a global network of buyers, manufacturers, carriers, shipping companies and filling installations and has undergone substantial growth in recent years. The organisation's core values are: long-term partnerships, constantly looking for customer-specific solutions, plus a focus on the human aspect; this focus is reflected in the company's slogan: "It's all about people". For years, Nijman/Zeetank has been a prominent associate of KH Chemicals and provides transport services both in the Netherlands and abroad.

>> "It's all about seizing opportunities"

Mr Hans Ketting and Mr Rick de Haan are the bedrock of the successful business; before KH Chemicals was founded, Hans Ketting had a large procurement network in Russia and Rick de Haan worked in Singapore for one of the world's largest distributors of chemical raw materials. The production capacity, still limited at that time, and the high demand for chemical products in Asia, along with good sourcing opportunities in Russia, resulted in the pair joining forces. In 1994, this resulted in "Ketting & De Haan Chemicals VOF" being established - an export enterprise in chemical solvents, with its base in Rotterdam.

In order to coordinate procurement and



logistics, in 1995 the first overseas office was opened in Moscow. Back then, the sales activities mainly took place in Asia. Through the increase in the production capacity of chemical products in that part of the world, the focus was extended to other parts of the world: the Middle East, Africa and North America. There were also changes relating to sourcing, as the company started to work with new Asian manufacturers. For that reason, the second strategic expansion was also a logical step: in 2007, KH Chemicals opened a procurement office in Shanghai.

>> "It's all about expanding"

As a solvents exporter, until 2008 KH Chemicals was virtually inactive within the European market. Because of the global procurement network and increasing globalisation, importing chemical products from Asia to Europe became an interesting option. This presented opportunities to enter the

European distribution market, resulting in a synergy between, on the one hand, the export activities and, on the other hand, the European distribution activities. This gave KH Chemicals a more stable commercial basis, which strengthened the company further in comparison to its competitors. This made the company an even more valuable partner for manufacturers based in Europe. Whereas many companies faced difficult times during the economic crisis, KH Chemicals was able to flourish, mainly as a result of establishing a European distribution network. Many of the distribution activities take place through the supply of ISO tanks. Since that time, the relationship between Nijman/Zeetank and KH Chemicals has strengthened.

In late 2014, the company underwent an organisational change when Rik de Haan left the company; his departure opened up opportunities for other employees. Daan Doomen and Koen de Jong

became minority shareholders and duties and responsibilities were reallocated. In hindsight, this definitely benefited the company's growth.

In late 2015, an office was opened in Dubai, from which the sales in the Middle East and Africa could be coordinated and then, in November 2016, another sales office was opened in Kiev. Outside of Russia, the CIS countries are coordinated from this office.

>> "It's all about corporate values"

KH Chemicals has a clear focus on reliability. Koen de Jong says: "We consider reliability to be of paramount importance and our customers, suppliers and service providers therefore also see us as a reliable partner. A deal is a deal, in both good and bad times. Should there be any unexpected developments, we like to maintain an open dialogue with our partners, to enable us to arrive at a solution together." In terms of quality, the company has taken a firm stance. For example, only 'virgin' products are sold, so no recycled or reprocessed products. "And all of our products are only within required specifications, 'off-spec' products are



avoided at all cost," says Koen. "Our products are always supplied in new packaging, both in drums and in IBCs. This avoids any form of contamination and, in terms of quality, we are a name that can be trusted."

>> "It's all about people"

At KH Chemicals it truly is all about people. The company puts people first; it is respectful both internally and externally. "The business is what it is because of the people," says Koen. "A harmonious business relationship is a laudable goal, but at KH Chemicals we don't want to lose sight of human contact. That works two ways; it means that subconsciously you both go the extra mile for one another." The annual Dutch oliebol (deep-fried dough balls) 'race' is a perfect example of this. At the end of the year, many of our associates are visited by a Sales Manager or Customer Service colleague and are given Dutch oliebol. "You show your face and you once again have personal contact", says

Mirjam van Noort, Customer Service team leader. "Our goal is to build a close dialogue with our customers and suppliers, to ensure we are on the same wavelength. Should circumstances change, for whatever reason, we can respond to this change swiftly and accurately. As KH Chemicals we therefore also endeavour to forge long-term relationships with our partners." An average annual growth in volume of 15 percent in the last 5 years is the result of the success of this formula.

>> "It's all about reliable logistics"

Logistics is an inherent and important aspect for KH Chemicals. "Our logistical activities must be flawless" says Mirjam. "From our customers' point of view, this is one of the aspects that differentiates us." The KH Chemicals team has made a conscious decision to manage its logistics in-house as far as possible. Mirjam says: "the world in which we operate is very dynamic, no two days are the same, and it is therefore extremely

KH Chemicals

In 2016, the turnover of KH Chemicals was almost 80 million Euros. In the past 8 years, the turnover in Europe has risen from 10 to 50 million Euros. The export department is reasonably stable, but it is anticipated that the new office in Dubai will definitely give sales a boost.

However, the sales volumes provide a better picture of the company's developments. "Turnover is always relative, as the prices per tonne of product can fluctuate significantly. It is the volumes that count in our business. Last year we turned over 77,000 tonnes and that was a record; 28,000 tonnes in export and 49,000 tonnes in Europe. These are figures that we can be proud of", says Koen.

45 people now work at KH Chemicals, 36 of whom are at the headquarters in Zwijndrecht, 2 in Moscow, 2 in Shanghai, 2 in Kiev and 3 in Dubai. KH Chemicals trades in approximately 80 products. The company has approximately 150 suppliers and does business with more than 500 customers, who mainly operate in the segments Paint & Coatings, Ink, Glues & Sealants, Resins and various soft PVC-based substances. "We look forward to the future with confidence," says Koen, who joined the company 6 years ago as a trainee and who is rapidly furthering his career within the dynamic company. There are plenty of opportunities here for people who really want to give it their all! It is for good reason that the company's slogan is: "It's all about people!"

important that we can respond quickly and flexibly. Only then can we guarantee high quality and rapid service. Our fully automated Workflow Management system supports us with our logistics, because we are able to monitor the status of a specific order and view the next step in the logistics process 24/7." In terms of transport, KH Chemicals uses almost all options: deep sea, short sea, rail, road transport or a combination thereof. For many years, the company has used the services of Nijman/Zeetank and is very positive about the partnership. That is because, as well as the transport, Nijman/Zeetank also takes care of storage and/or the transfer of goods from tanks and ISO tanks to drums or IBCs. "We consider Nijman/Zeetank to be a partner that, like us, is committed to quality and safety," says Koen. "They always rise to challenges and that enables us to find creative solutions with a satisfied customer as a focus."

>> "It's all about finding the right partners"

A good logistics process is of vital importance to KH Chemicals. The company places high demands on its partners, which therefore includes its carriers. Koen is therefore also positive about Nijman/Zeetank: "the company is pragmatic and down-to-earth, actually very similar to us. A good service is provided, with a personal touch, something that we appreciate." Koen indicates that he is glad to see that, like KH Chemicals, Nijman/Zeetank has achieved substantial growth in recent years. Koen believes that the company keeps up to date with all developments in relation to intermodal transport and says: "particularly appealing to us are the innovations in lighter chassis. Ultimately, it will mean that a truck can transport more products and both we and our customers will benefit from that." <<



Filling takes place in a closed booth, as much as possible.

New filling installation for even better filling processes

Nijman/Zeetank is to put a new filling installation into service in Spijkenisse and delivery is planned for the end of May.

The filling of IBCs, drums and cans with chemical products is one of the value added logistical services provided by Nijman/Zeetank. An important aspect in this regard is to ensure that the filling takes place safely, efficiently and accurately. In order to create a working environment that is as safe as possible for our employees and to be able to provide our customers with a product that is as reliable as possible, a fully automated filling installation has been chosen.

>> Safe

To reduce the risk of exposure as far as

possible, filling takes place in a closed booth. Our employee will simply observe the process with any harmful vapours extracted from the booth.

>> Efficient

The installation is portable and can therefore be used in different places. The installation also works fully automatically and during automatic filling the employee can supply/dispose of the packaging materials. This means that filling is a one-person job.

>> Accurate

The installation fills each container based on weight and the calibrated scales ensure that each container is filled with the correct quantity. This prevents spillage and discrepancies in weight. <<

Nijman/Zeetank expands its fleet in England

In the second half of 2016, Nijman/Zeetank decided to expand its fleet in England by introducing six new triple-axle Mercedes trucks and eight chassis; two of these chassis are fitted with a hydraulic fluid pump. The new units were added to the fleet early this year.

Because of the ongoing growth in our activities to England, the need arose for increased trucking capacity. This is on account of the economic recovery and the resulting increasing demand for chemical products in England and therefore a further expansion of our customer base. Nijman/Zeetank has seen shortages in the trucking market in England and the resulting reliance on charter services involves a greater risk in terms of being able to continue to guarantee services to customers. By improving the balance between its own fleet and the charter services we will be able to improve the service offered to customers.

>> Weight

The new trucks are equipped with Euro 6 engines, a compressor and a six-metre-long chemical hose. When purchasing the trucks, specific attention was paid to the weight and, in consultation with the truck suppliers, an idea was conceived to ensure that the tare weight remains as low as possible. The tare weight was also kept as low as possible in the new LAG chassis, meaning a maximum payload of 27 tonnes can be guaranteed. In recent years, there has been a gradual rise in the demand for pump unloading



Two chassis are equipped with a hydraulic fluid pump.

but the available pump capacity in England has been restricted for many years.

For that reason, Nijman/Zeetank has equipped two trucks with hydraulic equipment and has installed a hydraulic fluid pump on two of the six chassis. By purchasing these chassis, equipped with a pump, Nijman/Zeetank is able to increase its own capacity meaning improved availability can be guaranteed to customers.

>> Hull

The new trucks are managed from the Hull site and are mainly deployed from the ports of Hull and Immingham; however if required, the trucks can also be deployed from the ports of Tilbury and Teesport. The expansion of the fleet in England clearly shows that Nijman/Zeetank responds rapidly to changes in the market and that the Company aspires to provide its customers with a consistently high level of service. <<



First seagoing vessel bunkered in the Port of Amsterdam.

First seagoing vessel bunkered with LNG

Towards the end of November last year, the first seagoing vessel was successful bunkered with LNG in the Port of Amsterdam.

Fure West, owned by Furetank, a 144-metre-long oil product tanker, weighing 17,557 deadweight tonnes (DWT), was provided by Titan LNG with 220 cubic metres (cbm), or 100 mt, of LNG. Titan procures, distributes and supplies LNG.

The LNG was delivered to the Groene Kade on five trucks, in collaboration with Nijman/Zeetank. The entire activity was successfully planned and carried out in an operation that took twelve hours to complete. <<

The end of an era, times two

In the summer of this year, two fantastic partnerships will come to an end. After having worked on maintaining Nijman/Zeetank's trucks, Elias van der Sluis from Spijkenisse and Ian Massey from St. Helens are retiring. Elias and Ian have more in common than simply the same employer - they both have a passion for rally sport.

Ian started to work at Pilkington in 1968, but things were very different back then. There was nothing that Pilkington's garage couldn't do; from bodywork and spray jobs, to major maintenance and more generalised work.

>> Changes

Over the 49 years since starting to work for the company, Ian experienced many changes. In those days mechanics regularly had to head for a distant motorway to replace heavy parts in a truck while lying on his back at the side of the road.



Ian Massey.

The greatest change to Ian's working life happened in 1993, which was when Nijman/Zeetank acquired Pilkington Transport and took on the majority of its employees. Ian made the most of the transition. As he himself says, he is proud of the way in which he built up positive working relationships with his colleagues, the management and suppliers, something that should not be underestimated.

In his free time, motorsport is his great love and despite having a limited budget, Ian has even had a number of rally successes in his Ford RS 1600. He regretted selling that car, as nowadays it would be worth tens of thousands of Euros.

After 49 years, Ian is looking forward to his retirement, which ironically enough, starts at the same time as that of his Dutch counterpart.

>> Agricultural sector

Elias van der Sluis has decided to retire. His final day at work is Friday the 30th of June 2017. Elias has worked at Nijman/Zeetank for 29 years and prior to that, he worked in the agricultural sector, more specifically, for an agricultural contractor. The 'knack' for technology, irregular working hours and long days, in addition to contact with customers, all came naturally to Elias.

Nevertheless, Elias made the switch to the transport sector and entered the employment of Nijman/Zeetank as a mechanic per 4 July 1988. After the first two years, he underwent training to become a Commercial Motor Vehicle Mechanic and Elias wouldn't be Elias if he didn't then immediately obtain the Commercial Vehicle Enterprise Management certificate.



Elias van der Sluis.

Elias then soon rose through the ranks to take the position of Workshop Manager. He has always had a clear vision of how he wanted to carry out and manage work. He could sometimes be a little headstrong, but he was always perfectly on track.

A great example is the article in the TTM journal in 2001, with the heading 'They had to use their powers of persuasion' ('Ze moesten praten als Brugman'). The articles discussed the battle by a tyre manufacturer to restore lost confidence in their product.

At the Spijkenisse and St. Helens' sites, Elias and Ian more or less performed the same role. Although it is actually difficult to imagine, as well as old agricultural tractors and tractor pulling, Elias' interests also extend to motorsport. Rally is his passion and he spent many holidays in Finland, particularly next to the rally circuit. A Ford RS 1600 can even be seen on Elias' "WhatsApp" profile. An end has unfortunately come to two long and very significant partnerships. <<

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