IN TRANZIT

IN TRANZIT - CUSTOMER MAGAZINE - NIJMAN/ZEETANK - VOLUME 7 - ISSUE 2 - NOVEMBER 2017

In this issue

NIJMAN/ZEETANK
INTERNATIONAL LOGISTIC GROUP

Nijman/Zeetank International Logistic Group is a logistics service provider in transport and the distribution of glass, petrochemicals, fuel and gas.

Preface

Kees van Noordt
Managing director

Turbulent Europe. Elections in Germany, elections and labour market reforms in France, the Brexit process, constitutional reforms in Poland, Dutch parliament elections on 15 March 2017 and, after six months, finally a new government.

On 31 May 2017, the European Commission presented the so-called Mobility Package. The measures in this package are intended to improve the competitive position of transport and logistics companies in the EU, whilst retaining good working conditions for drivers. This Mobility Package also aims to reduce CO_2 emissions and to improve and expand the digitalisation of mobility. The logistics and transport trade organisations from various EU countries will participate actively in the realisation of the Mobility Package but we just have to wait and see how quickly the wheels of bureaucracy will turn in Brussels.

There is also turbulence a little closer to our logistics and transport sector. Transport companies that cease their transport operations to the UK on account of the high risk of illegal immigrants in the trailers; drivers who may not sleep in their cabs at weekends in certain countries, despite the fact that their cabs are equipped with spacious sleeping areas and despite the risk of unattended parking of trailers with cargo; various toll systems in different European countries; a failing toll system in Belgium; a shortage of drivers; constant pressure on prices and, as a result of all that, disappointing financial results.

Sector analyses of trade associations and banks reveal an average rise in volumes, which unfortunately has no impact on the results of logistics companies. The results in our sector are far below standard - many companies are experiencing negative results, whereas others have a slightly positive result, but these are clearly still marginal and inadequate for healthy operational management, certainly in the light of the capital-intensive operating assets that have to be replaced with some degree of frequency because of technological developments and changed emission requirements.

We don't yet know whether all of the foregoing actions will achieve the desired result. However, as a client, you can be assured that all Nijman/Zeetank employees will carry out all of your work in a motivated and enthusiastic manner. **<<**

Contents

New battery-charging room to guarantee safe and efficient work

To ensure continuity in the operation of manufacturing lines using fork-lift trucks at NSG PAP, a company that produces windscreens in Chmielów, Poland, Nijman/Zeetank has successfully designed, installed and put into service a new battery-charging room.

WWW.NIJMAN-ZEETANK.COM

>> Design

The idea to move the room in which batteries are charged closer to the foil warehouse arose whilst the other PAP warehouse in Chmielów was being designed. When PAP started to use the new warehouse in late 2015, Nijman/Zeetank commenced the initial design activities for almost the entire infrastructure of the battery-charging room. The plan was to set up the entire system in such a way that the batteries in the battery-charging room could be changed in a way that was safe for both staff and the surroundings, allowing the charge status to be monitored at the same time; this translates to a longer life span and lower energy consumption.

When designing rooms of this type, a whole host of requirements have to be taken into account. The most important standard that has to be complied with is the PN-EN 50272-3:2007 standard - 'Safety requirements for secondary batteries and battery installations - Part 3: Traction batteries'. This standard lays down the basic requirements in relation to equipping battery-charging rooms, ventilation capacity and safety.
Also to be taken into account are the requirements laid down in the Labour Act, Energy Law, Environmental Protection Act, the Regulation passed by the Minister for Internal Affairs and Administration concerning fire prevention in buildings and other constructional objects, and the Regulation passed by the Minister of Economic Affairs concerning the basic requirements in relation to equipment and protection systems designed to be used in rooms where there is an explosion hazard.

In addition to this, there are of course the requirements relating to installing electrical installations, ventilation installations, water pipes, requirements in relation to health and safety, and requirements relating to the strength and quality of the floors.

All of these rules are in place to protect personnel, the company and the natural environment against hazards that may occur when using batteries. There are certain hazards to which people who work in a battery-charging room may be exposed and which have to be prevented from coming into contact with. This relates to the explosion hazard of gases that are released whilst batteries are being charged, electrical shocks, burns caused by an electric arc, burns caused by chemicals, poisoning by vapours released during charging and mechanical injury caused when moving heavy objects. During the design phase, all of these hazards have to be taken into

Nijman/Zeetank designed, installed and put into service the new battery-charging room.

account, to ensure that after completing the design, employees are able to work safely and in an ergonomic manner.

>> Execution

Before the definitive design was implemented, NSG PAP was presented with drawings and a 3D visualisation for acceptance. Nijman/Zeetank also came up with solutions that should result in modernisation of the battery-charging room and a reduction in energy consumption. Subsequently, the required measurements of the resistance of the floor and the effectiveness of the ventilation were carried out. All of the foregoing was done to ensure that, in the future, work can take place safely and efficiently. The preparations for assembly took approximately four months and the assembly itself took six weeks. The battery-charging room has been fully operational since June of this year.

The operational battery-charging room is currently fitted with the modern FIFO system that monitors battery charging and shows which of the batteries should be charged first of all. This system has already resulted in savings for NSG PAP on the costs of energy used to charge the batteries. As the correct order is followed when changing batteries, there will be equal wear and tear of each battery, plus this will have a positive effect on the life span of the batteries. The chargers are located in racks specifically developed for this purpose, which are equipped with storage space for the electrical cables used with the chargers.

All structural parts of the racks are connected to the earthing which runs along the wall of the battery-charging room. The electrical connectors of the charger cables are fitted with ‘auxiliary contacts’ which protect against electrical arcs that occur when connecting or disconnecting the batteries, thereby protecting employees against potential electric shocks. The batteries waiting to be charged are placed in specific stations or directly on the floor close to the relevant charger. A work platform is located in between the chargers and the largest batteries from where the employee connects or disconnects the battery to/from the chargers. This prevents the employee from having to bend over the battery, therefore reducing the risk of inhaling any vapours or sustaining burns

in the event of the uncontrolled discharge of acids from the battery. Also located in the battery-charging room is a distillation device, for the production of de-mineralised water used to top up the battery following the charging process.

>> Floor drain

Despite the accurately prepared design and ongoing monitoring during all stages of execution, a couple of small changes still had to be made to the positioning of the racks. This was because, during assembly, an employee pointed out the cover of a floor drain which was located immediately beneath one of the battery stations. This was found to be an inspection chamber from which NSG PAP service departments frequently take samples for testing. This resulted in assembly being halted and the design of the stations being adjusted. Despite the fact that this caused a delay of a number of weeks, all necessary changes were made within the budget agreed for the entire project.

To ensure employee safety and the ability to manoeuvre freely with a fork-lift truck when its battery has to be changed, only one fork-lift truck may be present in the battery-charging room at any one time. The other fork-lift trucks have to wait outside. To prevent time being wasted and queues being formed by the fork-lift trucks waiting for the battery-charging room, a fork-lift truck detection system is in place. After a fork-lift truck has entered the battery-charging room, this system will inform the other fork-lift truck drivers in the vicinity of the battery-charging room that the battery-changing station is occupied, by means of a light signal located on the outside of the battery-charging room.

Operators from departments which are further away can also enquire about the battery changing time by telephone.

The current battery-charging room is a large room with professional service and modern equipment to ensure that battery charging takes place in a controlled manner, in line with a process that is safe for people and machines, and which is also economical. However, we do acknowledge that technology is constantly developing, therefore, we are convinced that, in the future, new solutions will emerge that will bring even more benefits and savings, not only for us but also for our customer NSG PAP. **<<**

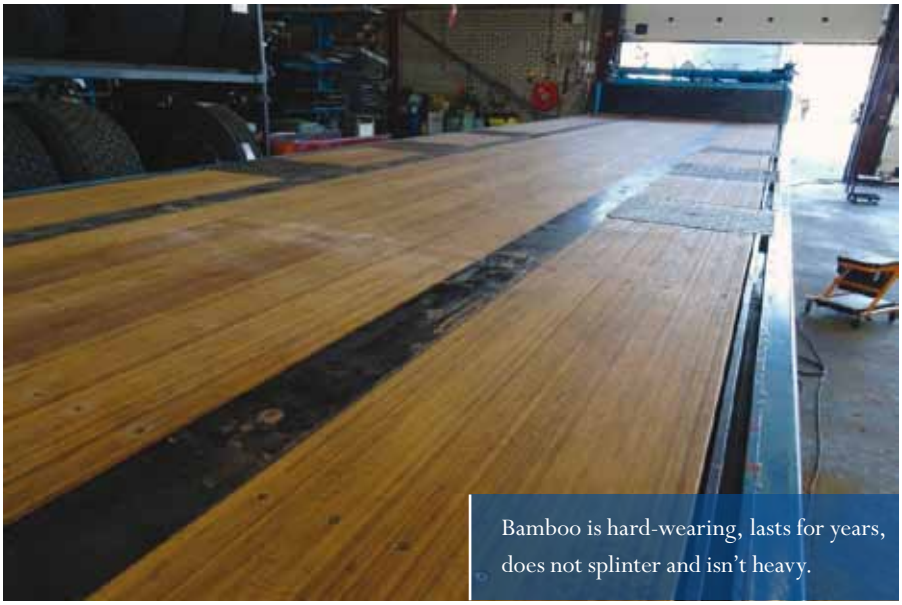
Sustainable wood, bamboo, used on cargo floor

For a long time now, wood has been used to line the floors of semi-trailers. Of course, hardwood tends to be used because a semi-trailer floor gets quite a battering. However, there is a good alternative in the form of bamboo and Nijman/Zeetank has already used this sustainable wood.

The floor must be hard-wearing, last for years, must not splinter too much and, above all, must not be too heavy. A steel floor will very soon be too heavy, which will have a negative effect on the maximum load capacity. A light floor therefore allows you to carry more cargo, which is why wood on the cargo floor is perfect for this purpose. The problem is that tropical wood is scarce and other types of wood are often not considered because they are less sustainable and often splinter when the cargo is secured with nails.

By contrast, bamboo is hard, sustainable and light. After having been cut, a bamboo cane will grow back to the same height in just four years. To be able to produce a floor plate from bamboo, the canes are cut into lengths of one and a half metres and then cut into strips of three/four centimetres in width. Those bamboo strips are then placed on top of one another in layers and cast in plastic, resulting in rock-hard, super-tough plates that will last for at least ten years. Bamboo is lighter than hardwood, but because of the adhesion used, there is no weight advantage in comparison to hardwood. However, less of a burden is placed on the tropical rainforest, which contributes to sustainability. Furthermore, the bamboo for these floors is cut from plantations grown especially for that purpose.

To date, Nijman/Zeetank has fitted two semi-low-loaders with bamboo floors. These vehicles are used for the dedicated transport of liquid cylinders and our initial experiences have been very positive. The wood does not warp and doesn't cup if it gets wet, plus it doesn't splinter, meaning the floor is comfortable and safe to work on. **<<**



Bamboo is hard-wearing, lasts for years, does not splinter and isn't heavy.

In Poland, Nijman/Zeetank and BP have worked together for many years.

Nijman/Zeetank, now exclusive carrier for BP in Poland

During the second year that Nijman/Zeetank was active in Poland, a partnership was entered into with BP. In 1997, Nijman/Zeetank started to distribute fuel and LPG to BP fuelling stations and BP customers throughout Poland. Since that time, Nijman/Zeetank and BP have worked together practically continuously, with the exception of the years 2006-2009.

In 2010, Nijman/Zeetank entered into a new fuel distribution contract, as one of the two carriers for BP Europa SE. With more than 500 fuelling stations in Poland in 2017, the fastest growing network of fuelling stations of all foreign entities, BP has seen significant growth. Nijman/Zeetank has also experienced significant growth, with the rapid expansion of both our fleet and our experience.
During the term of the contract, along with our client, we introduced modern software to manage transport orders, with no major obstacles. The implementation of SAP for the automation of logistical activities also went smoothly.

Nijman/Zeetank, now exclusive carrier for BP in Poland

In 2016, Nijman/Zeetank took part in a tender for the provision of transport services which resulted in a contract with BP Europe SE as exclusive carrier of fuel for BP stations in Poland. This was huge recognition for us and proof that our client values the quality of our services. The contract began on 1 October 2017 but we had just six months to organise the entire operation, which was an extremely intensive and challenging period: from ordering the equipment to appointing drivers and training office staff in order to be able to guarantee a high level of service. For this contract we purchased dozens of the latest Scania trucks, fitted with the very latest traffic safety systems. The supplier of the tanks for this contract was Belgium-based LAG, a company that Nijman/Zeetank has worked with for many years.

Because of the very short period of time between selecting the carrier and the start of the contract, the last six months has required tremendous commitment from the employees of both Nijman/Zeetank and their suppliers. In a very short period of time they had to provide the equipment in accordance with our client's technical specifications. We now know that this operation was a success and on 1st October 2017, Nijman/Zeetank started to transport fuel to all BP stations in Poland. **<<**

Tennants Distribution opts for long-term relationship

"The main reason why we co-operate with transport companies on the mainland is that we are not licenced to do the transport of our products ourselves. It's simply too expensive. Our history with Nijman/Zeetank is a long one. I'm working at Tennants Distribution for the last 19 years and the co-operation with Nijman/Zeetank was already existing when I started." The man speaking is Mr Steve Parent, export manager of Tennants Distribution, a wholly owned subsidiary company within the privately owned Tennants Consolidated Ltd group.

Talking about Tennants is almost automatically talking about history, because this London based company can trace its origins back to the late 1700's when the founder Charles Tennant invented bleaching powder by passing chlorine gas over slaked lime. A seemingly insignificant discovery that nevertheless revolutionised the linen trade by substantially reducing the time, effort and cost involved in the bleaching of cloth prior to dyeing. It formed the cradle of a huge chemical business spawned centred on St Rollox, a suburb of Glasgow.

Nowadays Tennants Distribution Ltd is a leading independent distributor of chemicals based in the UK, with a

The headquarters of Tennants Distribution is based in London.

network of strategically located depots offering a nationwide delivery service. The company is distributor for some of the world's major chemical manufacturing companies stocking over 3000 products in various packaging sizes and in many cases with the ability to offer product in intermediate bulk containers (IBCs) and bulk road tanker quantities. Its export and freight forwarding divisions offer worldwide global reach and with its own offices in Beijing, China and sourcing partners in India Tennants has established strong trading links with these important markets.

In order to meet the trend towards the increased globalisation of businesses Tennants Distribution Ltd is a partner in the Penta network which is an alliance of major chemical distributors located across Europe. It enables Tennants to offer best in class solutions for suppliers and customers on a pan-European basis, with links to other chemical alliances worldwide.

>> Cooperation

Besides the Penta network Tennants co-operates with several other transport partners, including Nijman/Zeetank that arranges deliveries to France, Norway, Denmark and Germany. Mr Steve Parent: "In the UK we have our own fleet of over 200 road tankers, but for our transport to mainland Europe we take advantage of partners like Nijman/Zeetank. As the long-term relationship reveals we're quite happy with this partnership. They offer a very good service for a reasonable price and are communicative. The only negative point I would like to mention is that they invoice us the extra costs of delay far too quickly. But apart from that the cooperation is quite good."

>> Brexit and all that

An inevitable subject these days, especially for companies with business in mainland Europe like Tennants Distribution, is the forthcoming Brexit. Mr Parent is quite clear about this: "People in the UK did vote for something without having the slightest knowledge of the consequences. They didn't realize the benefits of being part of a united Europe. At this moment we don't know exactly what's going to happen, but for sure the Brexit will have its effects on our activities worldwide. The situation will change and the developments are not positive. Right know the impact is already there in the form of the falling currency exchange rate of the pound against the euro and the dollar. But as I said, we have to wait for the results of the negotiations in Brussels. But for sure: we as company liked to stay in the EU." **<<**

New filling installation operational

In our previous magazine, we informed you about the new fully-automated filling installation in which Nijman/Zeetank has invested as a result of the increasing demand for filling facilities.

The new filling installation is because of the growing demand.

The installation was ready for use towards the end of September and this new installation is able to fill IBCs and drums, but also jerry cans. Nijman/Zeetank is now able to fill more efficiently and accurately, and the new installation also means that a wider variety of products can be filled under the permit.

The drum-filling installation is fully automatic; the camera at the top of the installation is able to detect the fill openings of jerry cans/drums and IBCs. As well as the efficiency benefits this

enables filling to take place in a fully protected area, which improves safety. By means of a powered roller conveyor, the pallets (carrying jerry cans or drums) or IBCs are automatically moved to or from the filling line. Filling does not start until all holes have been detected and all doors are closed.

Various filling options are available: above the fluid level, consistently just below the fluid level or consistently just above the fluid level. All vapours are extracted during the filling operations. Furthermore, the installation is fitted with a nitrogen purge capability during filling.

All data can be held in the computer, meaning it can be established per customer, per product or per packaging unit how and at what weight filling has to take place. Once the filling has been completed, the system can generate a filling report, which can be used to find out the exact quantity filled for a specific order (including at a later date).

If you would like to receive more information about the filling options on offer, please contact your sales manager or send an e-mail to info@nijman-zeetank.com. <<

Two chassis are fitted with independently operating flow meters.

Nijman/Zeetank puts new flow meter chassis into operation

In 2016 Nijman/Zeetank made the decision to invest in six brand new ADR tank chassis which were to complete the four new ADR tractor units being operated by the office in Hull, UK. Two of these new chassis have been fitted with the latest self-contained flow meter equipment from Endress and Hauser. These replace existing older type flow meters that operate on a UK wide milk-run distribution business for one of Nijman/Zeetank's core customers. The new chassis fitted with the new type flow meter equipment enables the existing operation to be run more efficiently, enabling the delivery of a specific amount of material to the nearest litre via the flow meter. The driver inputs the requested amount into the control unit and after completion of the delivery the driver is then able to produce and print via the on-board printer a delivery note, showing start and finish readings and the exact amount delivered in kilos or litres. The receiver is then able to sign the newly printed delivery note.
The driver enters the information into an existing on board Satellite communication interface, which in turn produces an automatic e-mail which is sent to Nijman/Zeetank's customer with all the delivered information.

If you want to know more about our possibilities for milk-run transport with a flow meter, please contact your sales manager or send an e-mail to info@nijman-zeetank.com. <<

IN TRANSIT

Our offices

Nijman/Zeetank Internationale Transporten BV
Nijman/Zeetank Internationale Tanktransporten BV
Wattweg 2 - 3208 KH Spijkenisse
P.O. BOX 85 - 3200 AB Spijkenisse
The Netherlands
Tel.: +31 (0) 181 - 691 900
Fax: +31 (0) 181 - 691 919
info@nijman-zeetank.com

Nijman/Zeetank International Transport Ltd
Washway Lane Merseyside - St. Helens WA10 6PE
United Kingdom
Tel.: +44 (0) 1744 - 694000
Fax: +44 (0) 1744 - 616911
info@nijman-zeetank.com

Nijman/Zeetank Internationale Tanktransporten BV
Salvesen Way Freightliner Road - Hull HU3 4UQ
United Kingdom
Tel.: +44 (0) 1482 - 381481
Fax: +44 (0) 1482 - 381482
info@nijman-zeetank.com

Nijman/Zeetank International Transport Sp. z o.o.
ul. Zarzekowice 18 - 27-600 Sandomierz
Poland
Tel.: +48 15-8335100-103
Fax: +48 15-8335105
info@nijman-zeetank.com

Sales Office Germany

Nijman/Zeetank Internationale Tanktransporten BV
Tel.: +49 (0) 2137 4099720
Fax: +31 (0) 181 - 691 999
info@nijman-zeetank.com

NIJMAN/ZEETANK
INTERNATIONAL LOGISTIC GROUP

Imprint

Circulation
1000 copies

Next issue
The next issue will be published in
May 2018

Editors
Chantal Poldervaart and Daphne Boreel

Design
Studio Pompe, Schoonhoven

Layout
Bastion X, Brielle

Printer
MediaCenter, Rotterdam