

IN TRANZIT



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First issue

This is the first customer magazine of the Nijman/Zeetank International Logistic Group. With this magazine, we will keep you informed of the developments within Nijman/Zeetank.

>> In Transit

It is, of course, obvious that the name "In Transit" is related to the work Nijman/Zeetank does for you. "In Transit" is deliberately spelled this way to include the N and the Z of our logo, where N stands for Nijman and Z for Zeetank.

Nijman and Zeetank used to be part of a group of logistics companies founded in the early 50s. Both businesses continued independently in the early 80s, keeping their headquarters in Spijkenisse.

Currently Nijman/Zeetank has sites in the Netherlands, England, Poland and Germany. In the 90s and the early years of the 21st century, the company grew considerably.

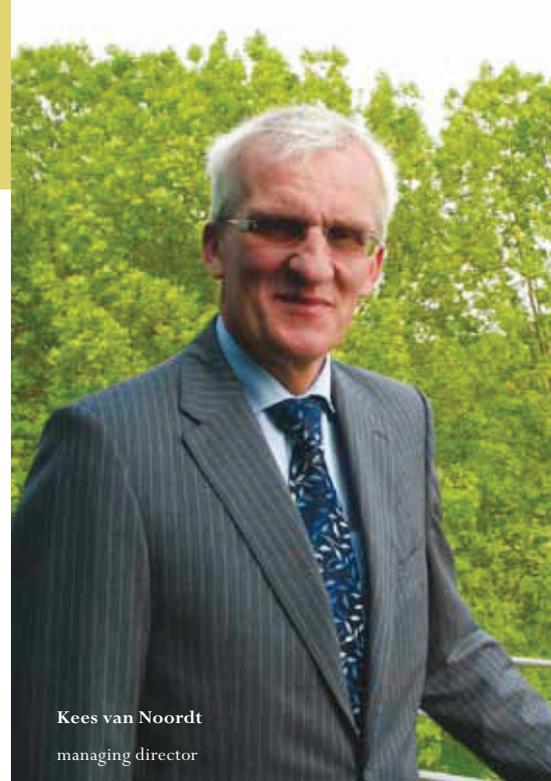
Over the past two years we were hit by the crisis just like everyone else, but we still managed to secure a number of new projects during that period.

>> Actions speak louder than words

Nijman/Zeetank's strategy has always been to keep a low profile, in the sense that actions speak louder than words. Of course, these actions will continue, with a strong focus on quality, safety, and sustainability. We have, however, also decided that words do matter, and this is why we will be keeping you up to date with the developments within Nijman/Zeetank.

We are positive about future developments, and will remain committed to carrying out your orders in a safe and responsible way. <<

Kees van Noordt



Kees van Noordt
managing director

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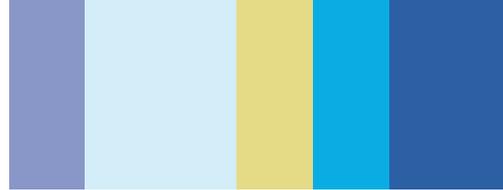
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Total concept logistics services

Nijman/Zeetank International Logistic Group is a logistics service provider specialised in the transport and distribution of glass, petrochemicals, fuel and gases. We offer a total concept of logistics services. Besides taking care of transport from A to B, we also offer additional services such as handling, despatch and storage, heating facilities, filling and weighing, customs clearance and documentation.

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Our company was founded more than 50 years ago. Besides our head office in Spijkenisse (NL), we also have four sites abroad: two in the United Kingdom, one in Poland, and a sales office in Germany.

most of Europe in tank containers. In the chemical sector, Nijman/Zeetank mainly works for manufacturers and specific business units with unusual or more specific logistics requirements.

>> Services

Our site in Spijkenisse has an extensive depot offering various additional logistics services. For instance, we deal with the handling, despatch and storage of (tank)



Nijman/Zeetank's strength has always been the transport of industrial float glass. For transport by road we use a modern fleet of innenladers specifically designed for the transportation of float glass. A second main activity is the bulk haulage of chemicals, transported across



Frits Bakker, director of Nijman/Zeetank Netherlands.

containers for nearly all ADR classed goods with a crane capacity of up to 40 metric tons. Products in tank containers and trailers on our premises are heated or kept at the right temperature by means of a steam heating system with pressure control at each supply point or a water-glycol heating system that carefully regulates the ignition temperature. In addition, we also offer electrical connections.



Clive Riggall, director of Nijman/Zectank UK.

We arrange all handling, including the pumping of ADR and non-ADR classified products. This includes drumming off IBCs, vats and small packages, palletising, securing with straps or shrink wrap, supplying packaging

labels, loading and unloading containers, and organising collection and delivery. Using the Sagitta and the NCTS system, we can arrange all required import and export documentation plus customs clearance.

In the Rotterdam port and industrial area we arrange the onsite logistics for a variety of clients. From picking up and preloading containers, dealing with formalities and documentation, planning, and customs-related matters to taking care of transport to and from the relevant location.



Grzegorz Kuczyński, director of Nijman/Zectank Poland.

>> International

Nijman/Zectank has operated in the United Kingdom for more than 25 years. We are now the sole logistics provider for NSG Pilkington UK, one of the world's largest glass manufacturers. Initially, our innovative innenladers were leased to NSG Pilkington, but in 1993 the company decided to sell its entire transport fleet to Nijman/Zectank UK. Concentrating all logistics services and using a single logistics provider meant that the transport equipment could be reduced to two types of trailer: innenlader and canopy. Thanks to the use of this specialised equipment, the efficiency of loading, unloading and trans-

port activities was increased considerably. Nijman/Zeetank also takes care of innenlader transports from NSG Pilkington plants in the UK to the rest of Europe.

Since the establishment of our site in Poland in 1995, Nijman/Zeetank has been providing also transport and warehousing services for NSG Pilkington Polska.

For NSG Pilkington, Nijman/Zeetank is not just a transport company; we also provide a large number of warehousing services. The logistics process involved is complex, as it includes receiving the glass from the production line, packaging it, arranging (internal) transport, and

finally loading trailers and transporting the glass to the customer. In 2009 we expanded our activities with warehousing services for NSG Pilkington Automotive.

Our Polish branch transports glass, petroleum products, fuel and general cargo. Where fuel is concerned, we work in Poland with clients such as Shell Polska, BP and CP Energia.

We will also be focusing on attracting new strategic customers – this year we started work for Statoil –, and the development of a department for chemicals and container transport.

We have a number of waste control systems including identification and

classification. Nijman/Zeetank Poland has a state permit for the production and transport of waste. Ecotoxicological data for all chemicals is available, plus information about their transport. Auditors and supervisors have been trained to supervise these activities.

>> Quality and training

All Nijman/Zeetank branches consider quality to be of the utmost importance. The on-time delivery target has always been surpassed. This is a direct result of selecting the best possible equipment, a solid maintenance contract, and having our own team of technical innenlader specialists. Nijman/Zeetank is ISO 9001 certified.

Our company has implemented HSE (Health, Safety, Environment) and QA (Quality and Assurance) into the Integrated Management System. Our philosophy is based upon continual improvement, which is achieved through policies, targets and objectives, (internal) audits, data analysis, corrective and preventive actions, and management reviews. All our employees contribute to the improvement of both HSE and QA.

Without well-trained drivers, even the best and safest equipment is of little value. Therefore, all drivers, from those who have been working in the industry for the past 30 years to those only starting out, are trained in accordance with the highest possible training standards. All drivers undergo yearly assessments and have to attend annual training sessions. Each incident is registered and investigated. This approach has led to an excellent safety performance and has greatly reduced the costs that are involved when incidents occur. All drivers must meet the requirements for that particular country. Nijman/Zeetank UK is on its way to becoming an acknowledged training



The Polish branch office of Nijman/Zeetank also provides transport and warehousing services for NSG Pilkington.

Drumming off IBCs is one of the handling activities.



centre, making it one of the few medium-sized carriers to have such an in-house facility. The first module – SAFED (Safe and Fuel Efficient Driving) – is almost completed, and we will make every effort to realise the projected fuel savings.

>> Strong position

Logistics will always be a human job. In addition to taking good care of our equipment, we are continually involved

in the education and training of our employees. It keeps them up to date with the latest developments in the industry, plus all relevant aspects such as the transport of hazardous substances, safety, quality, vehicle control techniques, how to act in emergencies, and document processing.

Together with Behaviour Based Safety, corporate social responsibility –

focusing on both humans and the environment – is one of the aspects of our company philosophy.

The economic downturn is by no means a thing of the past, but Nijman/Zeetank's position is stronger than ever. As specialist in the glass and chemical market, we seize every opportunity to expand our scope, actively seeking new partnerships and strengthening existing ones. <<

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Bulk chemicals are transported throughout most of Europe in tank containers.

Safety in transport



Quality and safety play an important part within Nijman/Zeetank, which is why all its branches are ISO 9001:2008 certified. In addition, the tank division in Spijkenisse has been SQAS assessed. This assessment system ensures that the company complies with strict requirements regarding quality, safety, and the environment. Operating risks and hazards are minimised whilst the safety and quality of the activities are optimised and safeguarded.

All this is realised by means of a Quality Management System. All procedures, forms and flow diagrams are recorded in this system, making it accessible to and manageable by all.

>> Safety Management System

In addition to transport, Nijman/Zeetank also has value-added logistics equipment and systems on its premises in Spijkenisse. In order to be able to store hazardous substances, and to be allowed to heat and repackage these, Nijman/Zeetank complies with the BRZO '99 regulations. The "Besluit Risico Gevaarlijke Stoffen" (Risks of Hazardous Substances Act) requires a strict safety management system that addresses issues such as personnel and organisation, identification of hazards and risk assessment, execution management, planning for emergencies, and performance monitoring. The Safety Management System at Nijman/Zeetank processes and checks all processes within the organisation. The system "manages" the entire process, immediately highlighting any unsafe situations, ensuring the impact of such situations is minimised, and thus minimising the risk.

The Safety Management System is assessed annually by the regulatory authorities, including the fire brigade, environmental protection agency Rijnmond (competent authority) and the Labour Inspectorate. The fact that the various quality systems (ISO, SQAS and the Environmental Management Act) are fully integrated, creating a convenient, structured package, is one of the reasons the audits tend to be completed without any problems.

>> Safety on the road

Safety outside is just as important as safety inside. Nijman/Zeetank pays a lot of attention to the equipment and the training of its drivers. Vehicles are fitted with anti-theft devices, and containers are well-maintained and have a number of safety features. In 2010, Nijman/Zeetank made substantial investments in the expansion and modernisation of the container workshop. The trailer fleet has also been equipped with systems that minimise the risk of accidents with the vehicle or the load (bulk chemicals or glass).

>> Training

Drivers are carefully selected and trained, and they regularly receive further training. They will always be up to date with the latest developments regarding the prevention of unsafe situations or the anticipation of such situations. All drivers have followed BBS (Behaviour Based Safety) training, for instance. There are also special cargo courses available that deal with liquid cargo and driving with break-bulk cargo. Drivers and ground staff are also given regular internal awareness training. This not only includes training on the general or legal safety requirements, but also on those of the client.

Nijman/Zeetank is fully aware of the importance of the responsible use of personal protection equipment, and there are specific courses that teach the correct use of the appropriate equipment in the right circumstances. This way, everyone's safety awareness remains fresh and up to date. <<

AkzoNobel works together with suppliers for a sustainable world

AkzoNobel is committed to sustainability, and the corporation is a world leader in this regard. It therefore takes the sustainability agenda extremely seriously. And not just that of its own organisation, but that of its suppliers too. One of AkzoNobel's core values is the fact that sustainability is a joint responsibility, and Peter Ruber is very happy with Nijman/Zeetank's efforts in this respect.



PETER RUBER: "Sustainability is at the heart of everything we do"

Sustainability is a familiar concept within AkzoNobel. "We have been working on it for years", states Ruber, Category Manager Transport within the Business Unit Functional Chemicals. Sustainability is firmly anchored in the company's business processes and is integrated into AkzoNobel's strategy and management tools. "Together with its clients and suppliers, AkzoNobel contributes to a sustainable World", says Ruber. "We want to reduce the way our business affects the environment and Climate Change as much as possible. Therefore, we have set a number of strict improvement targets for 2020, aiming at significantly reducing our carbon footprint. And so far, this has been a great success. Over the past few years, the company has been listed in the top three

of the Dow Jones Sustainability Index." AkzoNobel is as proactive as possible where sustainability is concerned. The corporation even has a group of experts (Sustainable Development) working for them. "But we can only achieve this when sustainability is at the heart of everything we do. For our clients, the shareholders, our employees, and the world around us."

>> Modular system

Peter Ruber and his colleague Arnold Smeets (Lead Transport Planner Europe) know very well that a lot is to be gained where the sustainability of transport is concerned. Take metal alkyl products, for example, for which a special trailer was developed. "These particular products ignite immediately when they

come into contact with oxygen, which is why these products are transported in tanks with thick walls. Together with Nijman/Zeetank, we developed a modular system with metal strips and movable anchorage points on the loading platform, which ensures that the tanks can be transported safely." Nijman/Zeetank is one of AkzoNobel's regular carriers for this type of product.

Where cost efficiency is concerned, however, AkzoNobel is also interested in achieving an optimum load factor. This is why the track system has been designed to carry especially developed containers that allow the lorry to carry packaged goods at the same time. "This way we can use the special trailers as normal covered trucks, resulting in significant

savings. There is quite a big difference between sending two half-full trucks to southern Spain and sending a single full one. And that, too, is sustainability.” For road transport the maximum weight of the lorry also plays an important part. A lighter combination can carry more. One of the latest developments is a new light axle construction combined with super single tires.

>> **Strict requirements**

AkzoNobel uses ISO tank containers to transport specific products. It is important that these meet the latest requirements with regard to things such as safety. The new Nijman/Zeetank containers fit in well with these strict work safety requirements. “Our clients also find this very important”, Ruber

knows. “Drivers had to be on top of the tank for unloading, which was just too dangerous. The new tank containers have valves that can be operated from the ground, so climbing is no longer necessary. This is a lot safer.”

AkzoNobel’s own employees also follow the Behaviour Based Safety program. “As organisation, we want to reduce the number of incidents to zero. We also expect our drivers to do their work safely and responsibly.”

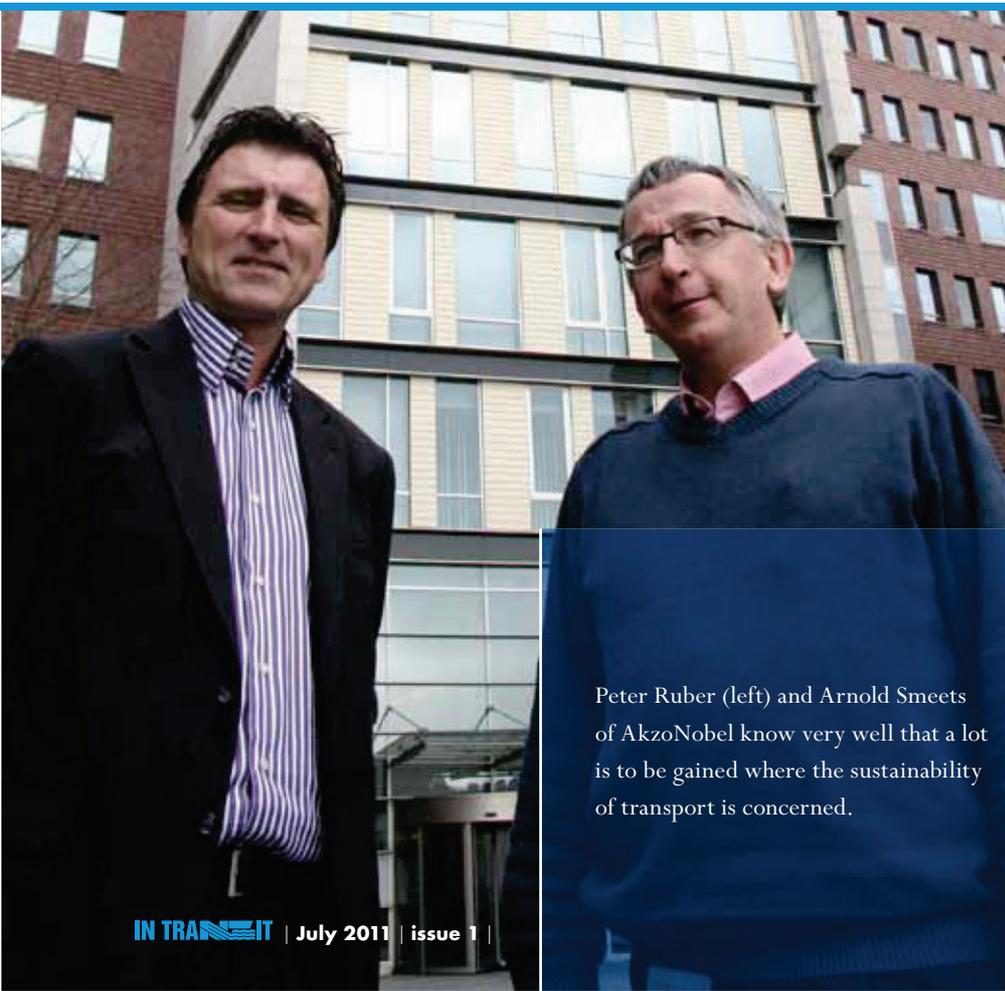
The BBS program teaches drivers to drive defensively. This helps them to better understand the consequences of their own behaviour in traffic with regard to safety, the environment, and the organisation they work for.

>> **Together**

So, in the opinion of AkzoNobel, sustainability is something you must “do together”. There is a reason why the company outlined its sustainability efforts for a large group of bulk carriers over the past two years. “We take responsibility in this area, but we do expect our suppliers to have at least a very similar approach, if not a better one”, states Ruber. The study showed, amongst other things, that more than sixty percent of the fleet is fitted with Euro 5 engines. AkzoNobel wants to increase this percentage and has now included this target in its purchasing strategy.

Naturally, AkzoNobel is keen to lead by example, which it does through initiatives. “We use intermodal transport where possible. An example of this is short sea shipping, which involves shipping goods over short distances by sea. And for a number of hazardous substances we organise special training courses for external drivers and planners. Sustainability has many facets, and, together with our partners, we are making a conscious effort to move forward in as many different areas as possible.”

Many (hazardous) chemical substances require a specific type of transport. Specialist carriers such as Nijman/Zeetank are hired for this purpose in particular. Ruber: “Not only does the company have the necessary specialist knowledge, but we have also noticed that it keeps up with the developments. They, too, are concerned with sustainability, and their efforts really fit in with our efforts in that area. And this is very important to us; you have to collaborate to really make a difference.” <<



Peter Ruber (left) and Arnold Smeets of AkzoNobel know very well that a lot is to be gained where the sustainability of transport is concerned.

A constant challenge

Sustainability, with people, planet, profit as keywords, is a concept that was introduced in the 80s, and is the basis for sustainable business practices. It means that when an organisation makes a business decision, it does not only consider the returns of the company, but also those of the client, the environment, the employees, and society.

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For the logistics sector this is a constant challenge, since logistics tend to be seen as a polluting industry with high CO2 emissions. This is, however, incorrect. Especially in recent years, a lot of progress has been made. The CO2 emissions of lorries, plus their fuel consumption, have been reduced even further, and other modalities are often used.

>> Cleaner engines

Sustainable business is a prerequisite for a company's future existence. In the logistics sector, this was acknowledged quite some time ago. An excellent example of this is the development of cleaner engines from Euro 0 to Euro 5. The introduction of a lorry with an Euro 6 engine is in the pipeline.

Intermodality is another development in sustainability. (Partially) transporting a lorry's cargo using another modality, for instance by train, river, or short sea, is a very real alternative frequently used by Nijman/Zeetank.

Lower fuel consumption can be achieved in many ways, for instance by



Intermodality is a development in sustainability: (partially) transporting a lorry's cargo using another modality, such as by train, river, or short sea.

changing the way drivers drive, ensuring tyres have the correct tyre pressure, and choosing the right type of engine.

Within Nijman/Zeetank, these are particular points of interest, which have

already been introduced where possible. In a later magazine we will take a closer look at the options with regard to sustainability and sustainable business within Nijman/Zeetank. <<

New steam unit

In mid-July, Nijman/Zeetank will be bringing a new boiler into service at the Spijkenisse depot. This is an important step forward with regard to the heating of products in tank containers and tank trailers.

Within the framework of sustainability, the new system makes a significant contribution toward the reduction of CO2 emissions, since the boiler uses 24 percent less gas and therefore saves a considerable amount of energy.

>> Cooperation

There is, however, more that makes this boiler so interesting. Through Mr Rob Snelders of ECO Steam Trading & Consultancy B.V. Tilburg, the system – which was developed in close collaboration with PowerspeX Hengelo – was fully automated, which means it can be used 24 hours a day, seven days a week. It can be controlled both locally and via the Internet, and the process is monitored safely and effectively by extra LODs (Line of Defence). The computerised system automatically records all the data related to the heating process, which can be made available to the client.

The new boiler will lead to a magnificent 300 percent capacity increase compared to the current situation. The design has taken possible future developments into account, and a doubling of the capacity is not out of the question. It is evident that Nijman/Zeetank is already thinking about the future. <<



An artist's impression of the new system.



Children have the day of their lives



The Truck Run is an annual event that takes place near the Spijkenisse Nijman/Zeetank site. On that day, a number of lorries is made available free of charge by various transport companies to give children with mental disabilities a fantastic day out. Our Dutch office is always happy to participate in the event. Recently, the long, colourful parade of the fourteenth Truck Run brightened up the roads. The kids in the cabs of the lorries had great fun, especially when they were allowed to express their joy loudly and clearly by pressing the klaxon. Bjørn Gaasbeek and Eric van Dorp had the day of their lives and would like to say a heart-felt “thank you” to Nijman/Zeetank. <<

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