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Is the sky the limit ? Not any more!

by Henk Hofman

The number of satellites orbiting the earth is increasing exponentially!

For example, Elan Musk's Space X already possesses 6,000 satellites, with one being added every 3 days until a target of 12,000 is reached, and this figure will possibly even expand to 42,000. More than ever before, in future Earth will be surrounded by a shell of satellites. It is hard to imagine life without them now!

Communication and IT systems, microchips, weather forecasting and navigation are just some of the everyday tools that we all use that depend on satellites or are intertwined with them. Where before, voyages of exploration took place on earth, they now happen in space. Journeys to the moon and Mars have become a real rat race for both countries and companies. Even - for the happy few - space tourism is on the rise.

Technologies - and in particular AI - are going through a similar phase.

Developments are happening at pace and are having both positive and risky results. What will the above mean for our sector - transportation by road, rail and boat - and how will this affect the value of us as human beings?

Let us keep our feet on the ground!

There will always be a need for well-motivated and professional staff, and especially that essential personal contact. That is why I am looking forward to this year's Tankceun meetings so much, and especially to the planners' meeting in Copenhagen in June, where once again we are expecting a record number of participants. The agenda will reflect the forging of personal contacts and exchange of experiences with the aim of increasing cooperation.





Eugène and Léa Schnebelen in the Alsatian Grand Cru Rangen de Thann



The famous Anglo-American wine magazine, DECANTER, published a ranking of the twelve most famous vineyards in the world in its December 2022 issue. Among those vineyards selected is Grand Cru Rangen de Thann, located in the southern part of the Alsatian winegrowing region. Over the last 40 years Eugène has planted 7,000 vines there and has led the local Winegrowers' Association for over 35 years.

From the High Middle Ages, the exclusive volcanic soil here produced famous wines that were exported all over Europe, and especially to the Austrian Imperial Court and the countries of Northern Europe. Later, due to the high degree of industrialisation in the 20th century, winegrowing in the region suffered a serious decline. However, in the sixties it expanded again with the coming of

very famous and courageous Alsatian winegrowers.

Today, Eugène and his daughter Léa, an agronomist and oenologist, are working on a major project (in terms of both labour and capital) that will involve the following:

1° wine production: made with their own grapes and other organic grapes bought from neighbouring Alsatian vineyards. New Burgundy-type Pinot Noir vines will be planted in the coming month on a specially improved clay soil near Thann. The first yield will be in 5 years' time.

2° oenotourism: with themed walks in the very steep vineyard (slopes of more than 45°), tasting sessions in their romantic chalet at the heart of the vines, and technical education classes relating to winemaking.

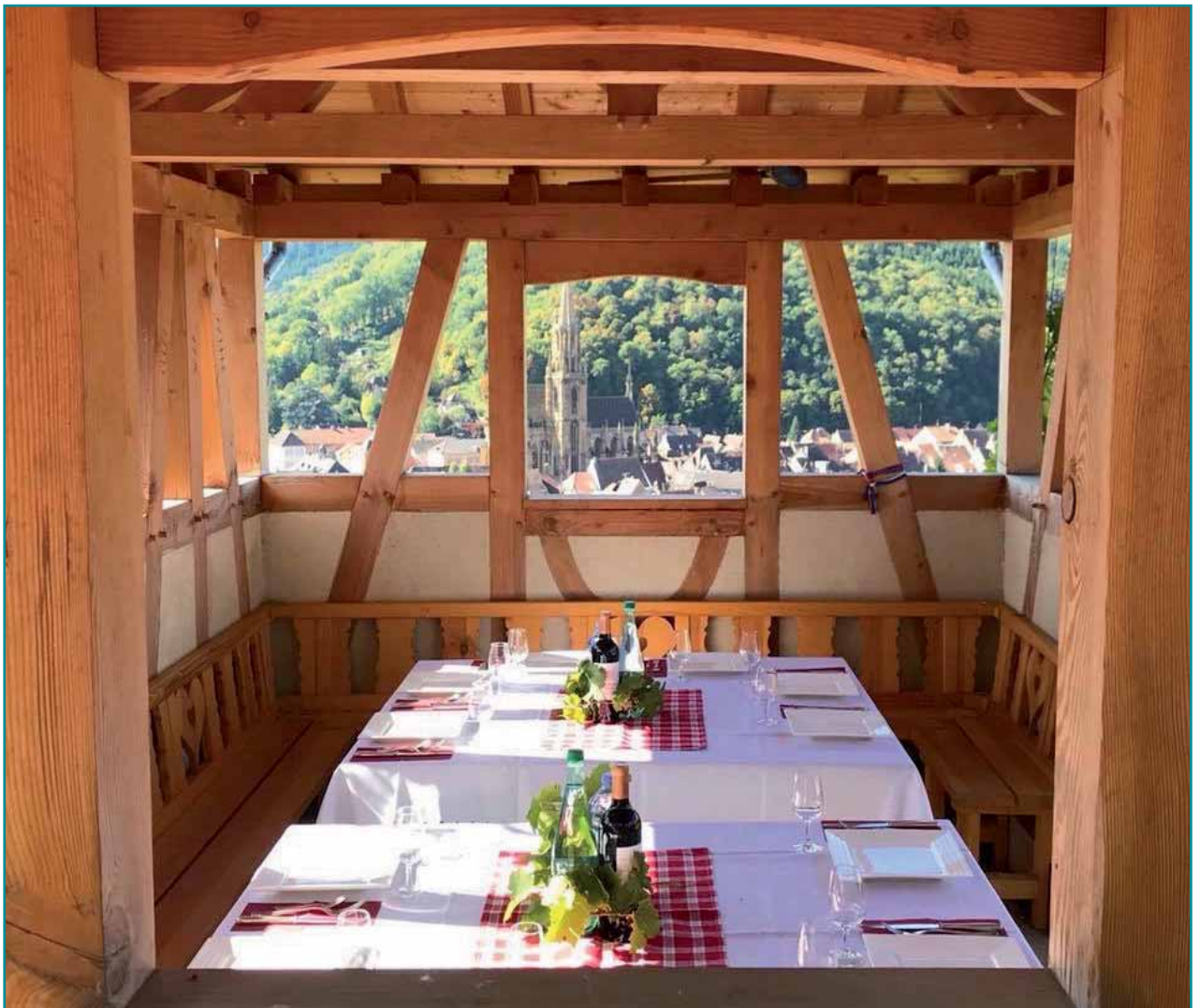
3° themed gastronomy: food served in a relaxed ambiance combined with local and Alsatian wines. This activity will be guided by Thibaut, Léa's husband.

4° Airbnb: with four residential units in a recently renovated wine merchant's house next to the Alsatian wine road. An outdoor Norwegian spa is planned and a new cellar is under construction.

New oval oak casks will complement the steel barrels currently used. The anticipated production volume is approx. 15,000 bottles per year. The 22 hectares of the Grand Cru Rangen produce four grape varieties: Riesling, Pinot Gris, Gewürztraminer and Muscat. Except for the Gewürztraminer, the wines are all dry. The poor soil only produces small yields (the ten-year average is 3,200 litres per

hectare). The wines will be priced accordingly and should contribute to the expected success of the venture.

The project has been fully launched and should be operational by late summer 2024. Just before the 2024 yield, and just after the birth of Léa's first baby!





A time of transition at the MGE Group, a family transport and logistics company!



From paper to computers and then to smartphones → digital transition;
from diesel to biofuel to electricity → energy transition;
from one generation to the next → a necessary and happy transition!

After preparations lasting several years, on 22nd January, 2024, Juliette Virtel, joined the MGE Group, where she will be responsible for International Performance and Innovation.

This event is particularly important and symbolises a shared desire to guide the MGE Group towards a future in which fundamental values, such as **#commitment**, **#proximity** and sense of **#responsibility** remain paramount.

Juliette has embarked on a 360 degree journey with enthusiasm and **#determination**, at the end of which she will pursue the modernisation of the companies of the MGE Groupe and their operations.

Juliette VIRTEL has joined the MGE Group at the age of 26, just as her father, Philippe, did in 1987, and her grandfather, Max, in 1958!



Bertil Bouwhuis (l) and Erik Schiphorst (r)

Nijhof-Wassink Group - Transport divisions join forces

As a result of changing market conditions and our clear objective of achieving synergies, our transport organisation, which previously consisted of 3 divisions: Feed, Food and Chemical Logistics, came together as one again as of February 1, 2024.

This new situation will see our Operations, Sales and Business Support departments striving for even closer cooperation in our day-to-day business. Today the organisation is managed by Bertil Bouwhuis, previously managing director of Chemical & Food Logistics. Bertil reports to the CEO of Nijhof-Wassink Group, Erik Schiphorst.

Martin Schoemaker, the previous managing director of Feed, took the opportunity to pursue other challenges outside of the Nijhof-Wassink Group as of February 1st.

In this new structure

- **Frank Schutte** now manages the Feed and Chemical Logistics operations
- **Leon Bor** continues to manage Food Logistics operations (Wemmers)
- **Okko ten Hoff** runs the centralised commercial management department
- **Marco Hansté** runs the business support divisions

The management of the supporting departments (HR, Business Improvement and Finance) remains unchanged.

Nijhof-Wassink Group is an international family company in the logistics and automotive sectors and has experienced significant growth in its transport activities over the past ten years. After taking over the feed transport business of Agrifirm in 2014 and acquiring Wemmers Tanktransport in 2021, the logistics specialist's fleet now consists of 750 truck-trailer combinations.

More information about the logistics companies of the Nijhof-Wassink Group can be found at:

www.nijhof-wassink.com

www.wemmers.nl



New food warehouse including shore tanks and filling installation at Dekker Group

After 12 months of construction, the Dekker Group is happy to announce that its brand new food warehouse went into operation on 1 February, 2024. This project is an important milestone in the company's growth strategy as it offers value added services in the food industry.

The opportunity arose for Dekker to acquire the plot belonging to a neighbouring company in 2022. This opportunity came at just the right moment, as the site of the headquarters in Ouderkerk aan den IJssel was starting to reach its limits.

With the new plot, Dekker was able to create buffer parking spots for its trailers, have additional manoeuvring space and, most importantly, build a 4,000m² food warehouse. Inside the warehouse are six 150m³ stainless steel shore tanks, which are all insulated and equipped with an agitator. Filling can then be done either directly from the shore tanks or via a truck unloading connection. This dedicated food filling installation will be used for lecithins, via a launching customer, or other vegetable oils and fats.

With this newest investment complete, the total storage capacity at Dekker Ouderkerk expanded from 17,000m² to 21,000m² in warehouse capacity and from 22,350m³ to 23,250m³ of shore tank capacity.

"On to the next one!!"

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HVO - the promising new road to fossil-free transport?

by Tomas Petterson

In Sweden today, the cost of diesel is among the lowest in Europe! As a consequence, the cost of fossil-free driving, for example using HVO, is also becoming cheaper here.

What previously was among the highest price for fuel changed overnight on January 1st, 2024. Taxes were reduced, and even more importantly, the mandatory concentration of biofuel in diesel fuel was lowered. The previous biofuel concentration decreased CO2 emissions by 30.5%, but with the lower biofuel concentration the reduction amounts to just 6%.

This development resulted in a lower demand for HVO, the fossil-free fuel used for mixtures, and thus in lower prices for HVO. The reduction in HVO prices is greater than the reduction in price for normal diesel. The cost of HVO in Sweden now stands at a slightly lower level than that of standard diesel in 2023.

Prices in €/l excl. VAT	Standard diesel	HVO
31/12/23	1.53	1.92
01/01/24	1.19	1.42

The cheaper HVO now makes it easier to convince customers to be part of the climate solution, which is not what we expected when this policy was implemented.

What is HVO?

Hydrotreated Vegetable Oil (HVO) is a renewable, fossil-free fuel derived from natural sources, such as vegetable oils or animal fats. It undergoes a process called hydrotreating, where hydrogen is added under high pressure and high temperature to remove impurities and enhance its properties. HVO shares similarities with traditional diesel but is completely odourless and transparent, offers significant environmental benefits, and greenhouse gas emissions that are 90% lower compared to conventional diesel fuel. It is compatible with existing diesel engines and infrastructure, making it a very good option for reducing carbon emissions in the transportation sector.

It is just a matter of refuelling with HVO and then driving completely fossil-free!



Tankceu Planners' Meeting of 17 June 2023 in Vienna (AT)

Once again, the meeting, which was held in the central location of Vienna, proved to be a success. In the **first** part of this event over 50 participants learned about the changes and developments in the Tankceu organisation and its member companies.

In the **second** part, **Tobias Schreiber** of **Curt Richter** the **chemical** division gave a presentation about his company's intermodal services. Each member present also gave an overview of lanes on which extra loads and/or extra

tank capacity were needed. Based on this information small discussion groups were formed to talk about ways of increasing cooperation. Moreover, planners shared their experiences and possible solutions for issues they are faced with on a daily basis.





Stefano Bissi (l) and Mirco Barboni (r)



The **food** division decided on discussion topics on the spot, which resulted in interesting discussions reflecting the current situation. Subjects included a greater use of Teams, the possible creation of a common platform for sharing orders, the shortage of drivers, differences in rules for waiting times, and possible ways of reaching

joint Tankceu agreements with cleaning stations and ferry companies on rates.

The Board awarded the Tankceu Trophy to **S.A.R. Trasporti** for their involvement and presence at meetings, and also as a token of appreciation for the fact that their CEO, **Franco Fogli**, has joined the

Tankceu Board for a second time. **Stefan Bissi** and **Mirco Barboni** received the trophy for their company.

After the meeting, everyone was taken on a tour of the historical heart of Vienna, which ended in the Melker Stiftskeller, where they were served with a plentiful and delicious dinner.





Tankceu General Meeting of 22 September 2023 in Bologna (IT)

With Bologna as the venue for the general meeting, a strong attendance was guaranteed! The first part of this event saw a short look back at previous meetings (planners and general). **Jurgen Vermeire** showed a dynamic video of **Altea Bulk & Liquids**, of which both Haesaerts Intermodal and

Trafuco are part of. **Ayşe Ünal** of **Gökbil** gave her colleagues a clear insight into additional services that her company offers, amongst which are port and tank storage facilities.

Henk Hofman introduced the latest hard copy of the Tankceu Info Book,

which was handed out to all those present. With the help of a video, **Tomas Petterson** of **FoodTankers** gave his colleagues an introduction to the basics, opportunities and risks of AI. **Bertil Bouwhuis** of **Nijhoff-Wassink** gave a Powerpoint presentation about the mandatory reporting of





scope 3 emissions, a new challenge faced by hauliers.

After lunch, the food and chemical divisions gathered separately and exchanged views about the fall in demand, the rise of the German “Maut” (toll), ways of decreasing their CO2 footprints, checks to gauge compliance with the rules of the Mobility Package, the problems encountered with the installation of 2.0 tachographs, the shortage

of drivers and current prices and delivery terms for trucks & trailers.

Messrs. **Stoutjesdijk** and **Cohen** of **CIMC**, a global producer of tank containers with its headquarters in China, gave a presentation about the company, its activities and the range of containers produced.

After the meeting and once the participants’ partners had returned from an

excursion to Ravenna and Comacchio, CIMC invited everybody for a traditional and delicious Bolognese dinner in Da Cesari, a cosy restaurant. To round off the program the next day, there was a guided tour on foot of the historic city centre, which ended in the covered market halls, where a glass of wine, some parmigiano and mortadella were waiting for everyone.



Upcoming Tankceu meetings



General meeting of the **chemical** division

Date: 21 March 2024

Place: Hoofddorp (NL)



General meeting of the **food** division

Date: 10 April 2024

Place: Hoofddorp (NL)



Planners' meeting of the **chemical** and **food** division

Date: 8 June 2024

Place: Copenhagen (DK)



General meeting of the **chemical** and **food** division

Date: 27 September 2024

Place: Istanbul (TR)



IAT road planning - Line Schmidt and Camilla Jasmina Schmidt

IAT's road planning department is proud to announce that two new members have joined it: Line Schmidt and Camilla Jasmina Schmidt. Line introduces herself below, followed by a few words about Camilla from Lisbeth Ian Reisenhus.

Line Schmidt



My name is Line Schmidt and I am 33 years old. For the past two years I have been a trainee at IAT in Kolding, Denmark.

Two years ago, I was completely new to tank transport. Since then, I have learned so much, ranging from everything there is to know about products, dangerous goods and things that might happen during the transports, to comprehensive technical knowledge about tanks and equipment.... these were just a few aspects of my period as a trainee. The training process is an ongoing one and I am eager to keep learning.

I felt very lucky that I was offered the chance to stay on after finishing my trainee programme, and as of September 1st, 2023, I began working as a forwarding agent at IAT in Kolding.

My background is in sales, customer service and dispatching. The job as a dispatcher was the one that made me curious about the world of transport. I would have never imagined that I would end up at a tank transport company specialising in chemicals and ADR... but I love it! No two days are the same and every day I am growing both professionally and personally. I am looking forward to working with you all.

IAT is very proud that Line has chosen to stay at IAT and wishes her a lot of success!

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Camilla Jasmina Schmidt



Camilla is our new trainee who has just started her 2 years at IAT as a transport planner / forwarding agent.

We are very excited to follow her development!

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Altreia Bulk & Liquids - Christoph Rombout

My name is Christoph Rombout and I am happy to be able to briefly present myself to my future Tankceu colleagues.

At the start of my career I was employed at Wauters Global Logistics for 15 years, initially as a planner and later as Operations Manager. After Wauters was taken over by Lanfer Logistik in 2015, I spent 8 years working as Operations Director for Lanfer.

Since 1st October 2023 I have been Operations Director for Altreia Bulk & Liquids (Trafuco, Haesaerts, Beltra-B and Alochem).

I am looking forward to making new contacts with the Tankceu members (as well as strengthening existing ones) and to a fruitful cooperation.

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Wemmers - Sander van den Berg

Hi, my name is Sander van den Berg and I am 49 years old.

I have been working as a planner for thirty years, of which over 20 years in transport. At the end of November last year I began working as a tank planner in the road and intermodal liquid food department at Wemmers.

With my girlfriend Ewa, I live in Almkerk, which is in the province of Brabant in the southern Netherlands. In my leisure time I can often be found in the kitchen. And should the television be switched on, it is usually so that I can watch Feyenoord playing football or F1, as I am a fan of Max Verstappen.

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Dekker - Erwin Pols



Hello!

I am pleased to introduce myself to all of you.

A few months ago, I began working as a transport planner at Dekker after having spent several years at the company in other positions. My career at Dekker started in 2015 in the cleaning station, where I worked at the weekends and during the holidays. I did that for 7 years, during which time I learned a lot about (food) products, cleaning types and our equipment.

In 2020 I joined the IT Department straight after my last internship at Dekker, which was part of my studies in Logistics. As an IT employee I undertook several projects for the transport department such as implementing our TMS and new on-board computers. In my current work as a transport planner, I am continuing to look for opportunities to improve our way of working.

I look forward to meeting you soon at one of the Tankceu meetings!

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FoodTankers - Rachid Merzi

My name is Rachid Merzi and I am 31 years old. I have worked as a traffic planner since 11th September 2023. It is a new world for me, a challenge that I enjoy, and I am really happy to be working here.

My previous job was at Volvo Cars, where I spent 9 years, during which time I had a variety of different roles including team leader, quality coordinator, company ambassador delivering educational programmes and so on, plus a little bit of a production planning.

In my free time I play and coach football and like to dance. Above all, my number one priority is my beloved family!

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Marlep - two new dispatchers

We are pleased to be able to introduce our two new dispatchers, David Kuper & Mirco Salge.



David Kuper

My name is David Kuper and after a long time in Offenbach I am finally coming back to Hamburg.

I have over 8 years of experience in tank logistics, specifically in the mineral oil sector, both automotive and jet fuel. Specializing in food and feed will be a new challenge for me, but one that I am looking forward to. I am now moving from local transport in Southern Germany to dispatching our tankers in Northern Europe.

I look forward to working with experienced people and learning more about the food sector.

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Mirco Salge

My name is Mirco Salge, and after a short absence I have now returned to the Marlep Tanklogistik family. This means that I can work with my TANKCEU colleagues again, something that I am looking forward to.

I previously worked at Marlep until 2018. Before returning, I worked in several positions in haulage companies carrying liquid foods and technical products and have been able to further develop my knowledge. In total, I now have more than 20 years of experience, which I will put to good use at Marlep. In the future, I will support all areas of dispatching as an all-rounder.

I am looking forward to being back with my old colleagues and continuing to cultivate familiar contacts.

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