



EURO-RIJN GROUP  
WE BRING BUSINESS  
FORWARD



“We  
bring  
business  
forward”

*Albert van Ommen*



# Foreword

Dear reader,

We proudly present the second edition of our corporate magazine. With this magazine, we would like to inform you about the activities and future plans of the Euro-Rijn Group and its group members. There are a lot of developments within the Euro-Rijn Group. As always, many investments are being made to strengthen the service portfolio. We would like to tell you about the developments that we are currently working on and share with you some of our future ambitions.

Just like in the previous edition, a number of companies are highlighted in this magazine to inform you about their businesses and share their vision on current market developments.

The center section of this magazine includes a convenient overview of all companies that are part of the Euro-Rijn Group. That way, you can quickly find the right contact details if you have any specific questions or remarks.

For now, we hope you enjoy reading this 2nd Euro-Rijn Group Corporate magazine.

*Albert van Ommen*  
Managing Director



Euro-Rijn Group B.V. Board of Directors: Samir Sharma, Albert van Ommen, Ard de Keijzer and Juke Jelgerhuis Swildens



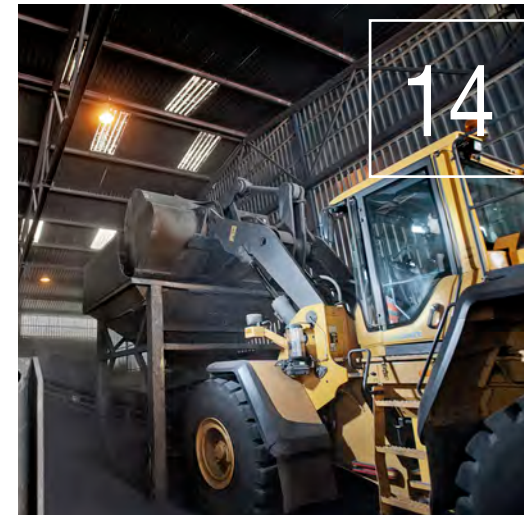
# This edition



**BSR van Uden Stevedoring**  
Logistics processes are being optimised



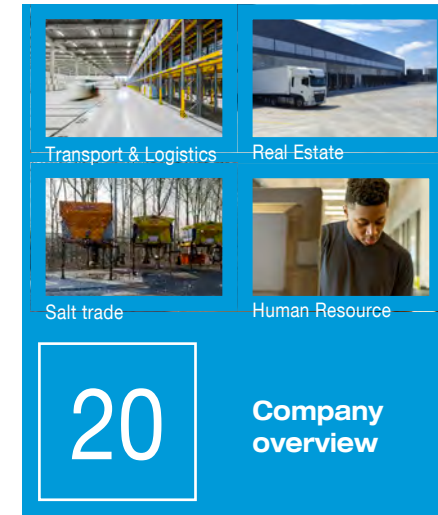
**Euro-Rijn in Germany**  
German quality and Dutch commercial spirit



**Euro-Rijn International B.V.**  
A stable factor in a dynamic market



**Euro-Rijn XL Logistics Breda**  
Food retail specialists



**Company overview**  
An insight of all Euro-Rijn Group companies



**Eurosalt Winter Services**  
Salesmen of systematics and knowledge



**Kenick Capital**  
The development of real estate projects



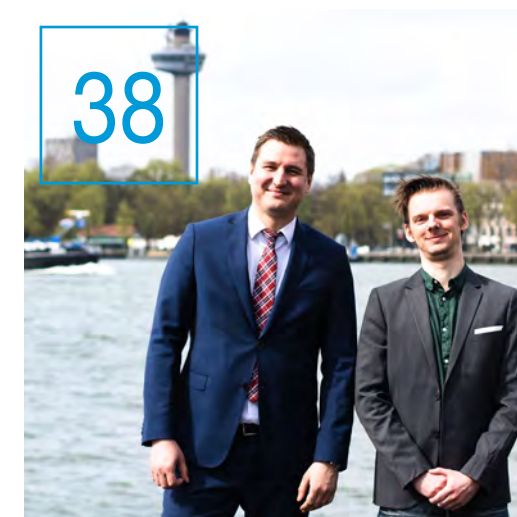
**Eurosalt**  
So much more than just road salt



**Independent Commodities**  
Logistics is truly independent



**Scheepvaartonderneming Euro-Rijn**



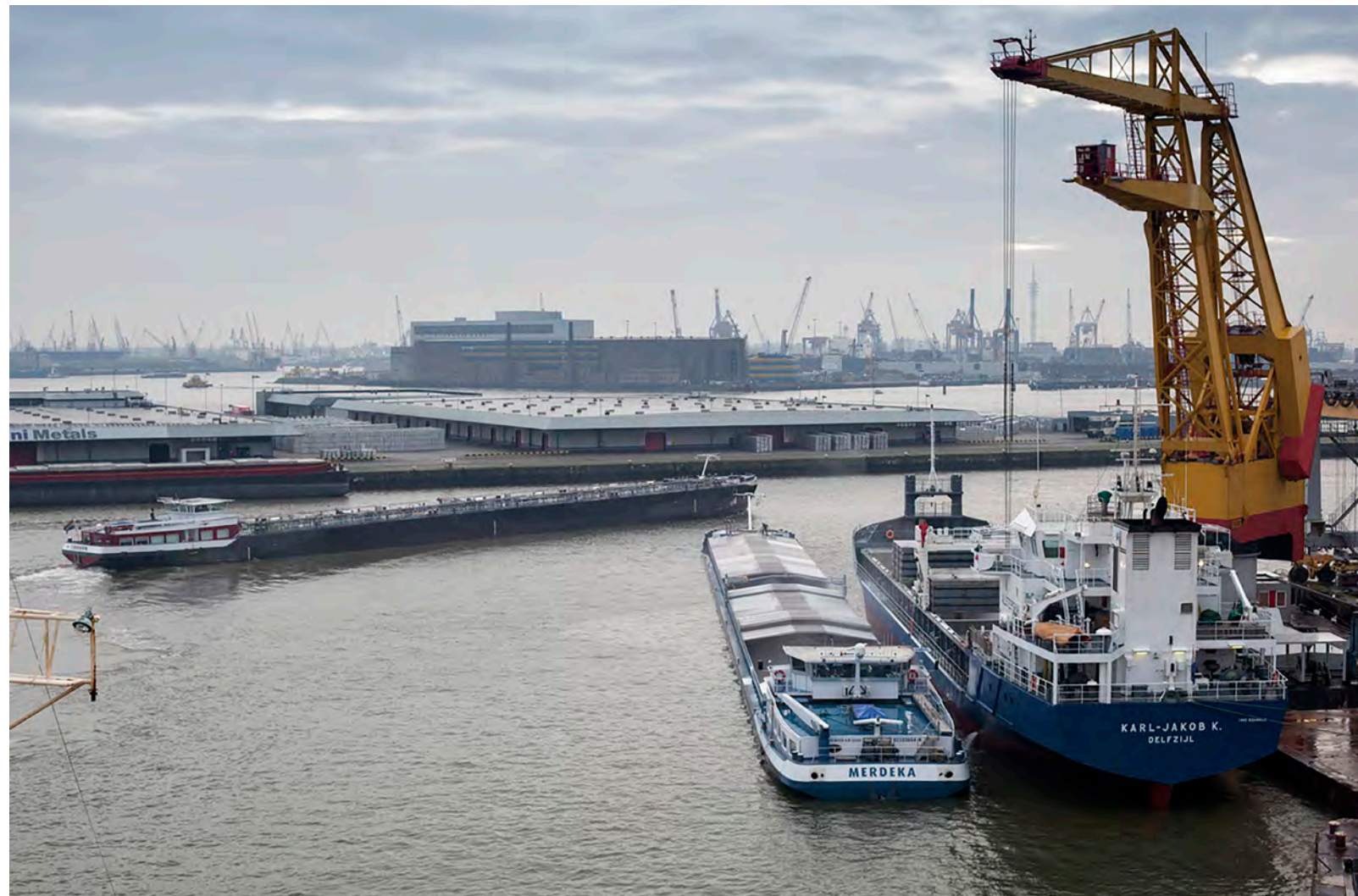
**Staffyou**  
Human resources solutions 2.0



# BSR van Uden Stevedoring

## Logistics processes are being optimised

In early 2013, Van Uden Stevedoring and Bulk Stevedoring Rotterdam joined forces in order to improve the service offered to their clients together. The result was BSR Van Uden Stevedoring. Grown from the origins of van Uden Stevedoring, the company is still situated in the heart of the Port of Rotterdam. From this central location, it handles the storage and transhipment of general cargo, bulk cargo and break bulk for shipping companies, shipbrokers, forwarders and cargo owners.



“For decades, we have had a terminal at the Merweharbour, with our own 800-metre terminal quay. The combination of our unique location with versatile storage capacities, five shore cranes, three floating cranes and all other equipment, puts us in an ideal position to perfectly optimise the supply chain of our clients,” says Gerard de Jong, Commercial Director.

Ships like coasters as well as seagoing vessels with a draft of 9.65 metres can simply moor at BSR van Uden Stevedoring to be loaded or unloaded. “Ships with deeper draughts are handled between the buoys, 24/7 if needed,” Gerard adds. “We organise the entire logistics process flexibly, efficiently and effectively.”

### Storage in warehouses

When it comes to warehousing, the storage options at BSR van Uden Stevedoring are endless. This goes for large and small bulk cargoes, break bulk/general cargo and containers. Goods can be stored indoors, but the terminal also features an outdoor storage area. There are multiple warehouses that vary from 650 to 1.400 square metres per warehouse. The total indoor storage capacity is about 30,000 square metres, subdivided into separated compartments where necessary. This prevents any contamination between products. There’s also offer a floating storage facility of 16,000 m<sup>3</sup>; Vessel Leopardo.

Gerard: “In addition to the storage space in warehouses, we offer a unique concept. The amount of product handling has been reduced to a minimum. Our quay features three covered and closed barges measuring 3,400 m<sup>3</sup>. They are within direct reach of the crane. This storage option guarantees the quality of the products and prevents contamination with other products. This is especially advantageous for companies dealing in minerals, animal feed and the organic sector.”

### Added value

“You could say that we have all the knowledge, skill and means required to repackage, strip, stuff, bulk and sieve cargo. If products are delivered in big bags or containers but the client wants them in bulk, we make sure the product reaches the client in the most efficient way possible,” Gerard tells us. In addition, BSR van Uden Stevedoring can pick up goods by truck if necessary, or load them for tipper or silo transport. “Of course we can arrange the further onward transportation of the products. It’s all in a day’s work for us,” he explains.

Our client is the priority in all these activities, according to Gerard. “Our planning and operational staff can inform and advise the client at all times regarding the status of their goods. In addition, ▶

“You could say that we have all the knowledge, skill and means required to repackage, strip, stuff, bulk and sieve cargo.”





Quality is key  
in all storage,  
transshipment  
and value-added  
activities at  
BSR van Uden  
Stevedoring.



we are happy to assist clients with the information flow, including the handling of customs formalities and documents.

#### Certification

Quality is key in all storage, transshipment and value-added activities at BSR van Uden Stevedoring. The company is ISO-9001 certified and its operations comply to the standards of the Good Manufacturing Practice Feed (GMP+). All the necessary certificates for storage and transshipment activities in the area of animal feed safety are also present. The SKAL Organic Check Certificate guarantees that organic products actually remain organic.

#### Investments

BSR van Uden Stevedoring continues to optimise the logistics processes for its clients. “Stagnation equals regression,” Gerard says. “We are happy to assist our clients and are always looking for the best way to offer them extra added value. Our clients expect this level of service from us. That is why we continually invest in all required aspects rather than just in equipment or people,” he explains.

#### Cooperation

According to Gerard, cooperation with the other companies in the Euro-Rijn Group is exceptionally effective. “The group can offer its clients comprehensive solutions in the area of transport and logistics. This is partly because of excellent mutual cooperation,” Gerard explains. “We all highly prioritise unburdening our clients.”

For more information:

Gerard de Jong  
T +31 104 760 171  
E g.dejong@bsrvanudenstevedoring.nl

Improving the logistics process requires continuous investment, not just in people or equipment. Only then you can really offer added value.



“We are happy to assist our clients and are always looking for the best way to offer them extra added value.”





# Euro-Rijn in Germany

## The combination of German quality and Dutch commercial spirit

In the 1990s, Euro-Rijn Group decided to open a location in Germany to support activities in that country. Duisburg was selected as a business location based on its excellent connection to the inland waterways and the rest of Europe. Now, from the office at the Bismarckplatz in Duisburg, Edwin Nijland and a team of 6 people serve (more than) the German market with Euro-Rijn Deutschland and Eurosalt Germany. Edwin tells us about the German members of the Euro-Rijn Group and about business in Germany in general.

Euro-Rijn Deutschland has an extensive client base, including companies active in the chemical and salt industry, refractories, forest and paper industry, minerals and “renewables”. The services offered are highly diverse and vary from simply transporting a pallet from A to B to fully arranging the logistics chain from sender to recipient.

The core task of Eurosalt Germany is to act as a point of contact for German clients of the Dutch Eurosalt company. Large cities such as Dusseldorf, Krefeld and Dortmund, for example, have been clients for years. Order sizes vary from individual pallets to entire ships. In Germany, Eurosalt is primarily active in the fields of road salt, industrial salt, water softener salt and animal feed salt.

### German Quality

Historically, Germany has a true manufacturing industry. ‘Made in Germany’ is almost a worldwide guarantee for quality, hence the well-known concept of ‘German Quality’. The Netherlands, on the other hand, has always been more of a service providing and trading nation. “Our strength lies in the connection of German quality to the Dutch commercial spirit. This goes for both Euro-Rijn Deutschland and Eurosalt GmbH. The Netherlands are of essential importance as a logistic hub for German industry. That is why it is interesting for the Euro-Rijn Group to be active in Germany.” Edwin explains.

### Cooperation within the group

Euro-Rijn Deutschland and Eurosalt Germany frequently cooperate with other companies within the group. For example, they are collaborating with Euro-Rijn International, Scheepvaartonderneming Euro-Rijn (Euro-Rijn Shipping) and BSR Van Uden Stevedoring for the storage and transhipment of goods to and from ships in the seaport of Rotterdam. This means that specific loading and unloading processes are established for German clients in cooperation with Euro-Rijn International and sea freight containers for certain markets are chartered in collaboration with Euro-Rijn Shipping. Moreover, there is an excellent cooperation with Multi Cargo Logistics for cross-docking operations.

### Strengths

“First of all, we understand the German market like no other. In addition, our strength lies in the fact that we assist the customer in even the smallest aspects, while taking their budget into account,” Edwin explains. “Furthermore we are able, together with the help of other companies within the group, to offer the client a totally complete solution. This method of cross-selling within the group also has benefits for us. For example, there are Eurosalt GmbH clients for whom we also arrange the entire outbound logistics with Euro-Rijn Deutschland.” Thanks to the experience they have with Eurosalt Germany, our people understand like no other that you can only succeed in the German market if your logistics are properly organized. “We understand exactly what challenges our clients are facing. And we are excellently suited to help them,” Edwin concludes.

For more information:  
Edwin Nijland  
T +49 2066 205 00  
E e.nijland@eurorijn.com

The strength of Euro-Rijn Deutschland lies primarily in the combination of German quality and Dutch commercial spirit.





A stable factor in a dynamic market

# Euro-Rijn International B.V.

**Euro-Rijn International (ERI) was founded in 1992 as part of the expansion of the Euro-Rijn activities in Germany. Initially, the company engaged in forwarding, transport and transshipment of ferro alloys as its core activities. To clarify: a ferro alloy is a permanent alloy of a metal with another element, with iron as the key component. Thanks to the cooperation with Associated Metal Services (AMS) at Moerdijk, storage, crushing and screening of ferro alloys was added to these activities in 1994. This was a useful addition to the service package of ERI, so it is no surprise that AMS BV was acquired later on by Euro-Rijn. In 1997 Euro-Rijn International moved into the Euro-Rijn Group office building at Plaza 6 Moerdijk.**

## Current activities

By now, the company has grown into an organisation of 55 employees at three locations. The largest of the ERI locations is the Vlasweg location (Moerdijk). About 40 employees load, unload and process ferro alloys and other materials every day on a terrain of about 40,000 square metres of storage space. The Vlasweg location has its own 800-metre quay, where 2 mobile cranes load and unload about 5,000 tonnes of bulk materials every day.

The second location is at the Transitoweg (Moerdijk), which is mostly used for the storage of packaged materials as well as fluid containers. This location also houses sister company Independent Commodities Logistics (ICL), which has LME licenced storage and transshipment warehousing facilities of 15,000 square metres and closely cooperates with ERI. The third location is in Bergen op Zoom. Here, the storage and transshipment of cardboard packaging takes place. While this is not the core business of ERI, it goes to show the versatility and flexibility of the services the company offers. All supporting departments, such as financial administration, IT and human resource management are located at the main office of the Euro-Rijn Group.

## Markets and materials

Arthur Boer, Managing Director of ERI, tells us: "While ERI is traditionally active in the ferro alloy market, we are currently also active in the mineral, concentrate, pig iron (storage and transshipment) and dry bulk markets. In addition, we can also process other materials on demand, like we do for cardboard and intermediate bulk containers (IBC), for example." But it doesn't stop there: "We offer our clients true value added services. This means we can provide almost all additional services," Arthur continues. "For example, we can crush and screen materials in almost any desired fraction and we can then package these materials in big bags or drums. Finally, if needed, we will take care of transporting the materials to destinations across the globe. In short, we can always be engaged to offer other activities or to process other materials." ▶



**“We offer our clients true value added services. This means we can provide almost all additional services.”**



“Clients can access the ‘Online Inventory’ portal at any time to gain a real-time overview of the stock positions.”



Materials can be packaged in big bags or drums.

#### Partners and cooperation

For their many supplementary services, ERI frequently collaborates with its partners and sister companies within the Euro-Rijn Group. Such as ICL which provides storage of aluminium, copper, lead, tin, zinc and nickel. ICL is certified by the London Metal Exchange (LME) which is of the utmost importance for the services it offers. When it comes to transport by sea or inland waterways, the company often collaborates with Euro-Rijn Shipping, as well as with Independent Transport Logistics (ITL) for road transportation solutions.

#### Trends and developments

“In the past, products were primarily delivered in bulk per ship or truck. Nowadays, the products are practically all delivered in containers. We responded to this trend by investing into a reach stacker, terminal tractors and multiple 20-foot tilting chassis. Thanks to this, we now have a mini container terminal of sorts. We can unload containers ourselves, without the need to ask help from a partner,” Arthur explains.

Innovation is a key priority in all regards with automation playing an important role for the company. Arthur tells us that “Clients have become accustomed to being able to view their stock data online. Also, the condition of goods received are captured and registered directly into our portal through our CargoSnap solution. So clients can access the ‘Online Inventory’ portal at any time to gain a real-time overview of the stock positions. That way, clients are always aware of what is going on and can respond to the risk of bottlenecks in a timely manner.”

ERI is still continuously working on the further optimisation of its operational processes. The Vlasweg and Transitweg locations, for example, are currently being fully digitised. Forklift operators will start using handheld scanners to directly request or register information. This real-time registration allows us to immediately update clients when their product arrives, is loaded, and is shipped again. This is another step in our ever-increasing level of service.

#### Member of Euro-Rijn Group

Euro-Rijn International has been a stable factor in the market for almost 30 years. For all these years, it has enjoyed the trust of its clients, because the company proves itself again and again. “By now, we are known for our strengths. First of all, as part of the Euro-Rijn Group, we are a reliable partner with proven continuity. Even during this Covid-19 crisis, we still offer the same level of service for our deliveries. In addition, we are a decisive organisation. We can respond and take decisions quickly, even in case of large investments. In this way, we can directly respond to changes in the market,” says Arthur.

For more information:  
Arthur Boer  
T +31 168 393 250  
E a.boer@eurorijn.com

Euro-Rijn International has been active in ferro alloys for almost 30 years. Over the years, the company’s activities in other sectors have also expanded significantly, also thanks to the collaborations with its group companies and partners.



“We are a reliable partner with proven continuity.”



# Euro-Rijn XL Logistics Breda

## Food retail specialists

Euro-Rijn XL Logistics Breda is active in the food retail sector. Dozens of containers and trucks with packaged foodstuffs are loaded and unloaded every day at the Breda location. Director Bas Gäde and his team make sure the objectives of the client are achieved day after day. Whatever those objectives may be, the client is always the priority here.

When you see the number of activities taking place at the company, you would hardly believe that Euro-Rijn XL Logistics Breda is one of the youngest members of the Euro-Rijn Group. The company was founded only a year ago, but it already counts 12 permanent employees and another 30 temporary workers in peak season. Most of them work in the large warehouse, which covers 56,000 square metres. The construction of a first expansion is already underway, resulting in the addition of another 15,000 square metres of capacity. The location of this company was chosen strategically. The dozens of trucks that visit the grounds each day can return via the A16 to Moerdijk, Rotterdam or Antwerp in a matter of only a few minutes, which is very important in the usual tight schedule of logistics.

### Markets and services

For its clients, Euro-Rijn XL Logistics Breda mostly distributes the foodstuff to Germany and Austria. Producers transport their products to Breda. Once arrived, the products are sorted and loaded onto the correct truck for further transport to the distribution centres of the client. Besides storage, transshipment and transport of food products, Euro-Rijn XL Logistics Breda can also provide additional services, such as setting up store displays, repackaging and other rework on demand of the clients.

### Products

In addition to all kinds of packaged foodstuffs, (light) alcoholic beverages such as port and sherry are also stored and processed here. "We are currently in the process of obtaining a license for alcoholic beverages stronger than 30%. These will be stored in a separate part of the warehouse, due to the stricter requirements for the storage facilities of these products. For example, adjustments will have to be made to the sprinkler installation," Bas explains. "In the food retail sector, it is very important to be able to show that your processes meet the strict standards for certain product groups. For example, we are SKAL certified, which is required for the storage of organic products. Moreover, we are currently working on

getting IFS certification, which we expect to receive in July this year. By constantly developing our organization in this way, we make sure the clients do not need to worry about these matters and can fully focus on their core activities," Bas says.

### Strength

Bas also tells us that clients are always top priority at Euro-Rijn XL Logistics Breda. "That means we are always available for our clients and are open to specific demands. Our capacity allows us to process very large volumes. Quality is important, but it is not the only strength of this company." Bas explains that, in addition to the storage of goods in any quantity, they can also take care of transshipment, transport and rework of food products.

### Prognosis

"Over the past weeks, we have seen an enormous peak in activities, with increases of 300% of usual production on a normal day. This was due to the sudden Covid-19 crisis, causing consumers to hoard food products. This storm has now abated a little, but we are taking into account the possibility of a second peak in the short term," Bas tells us.

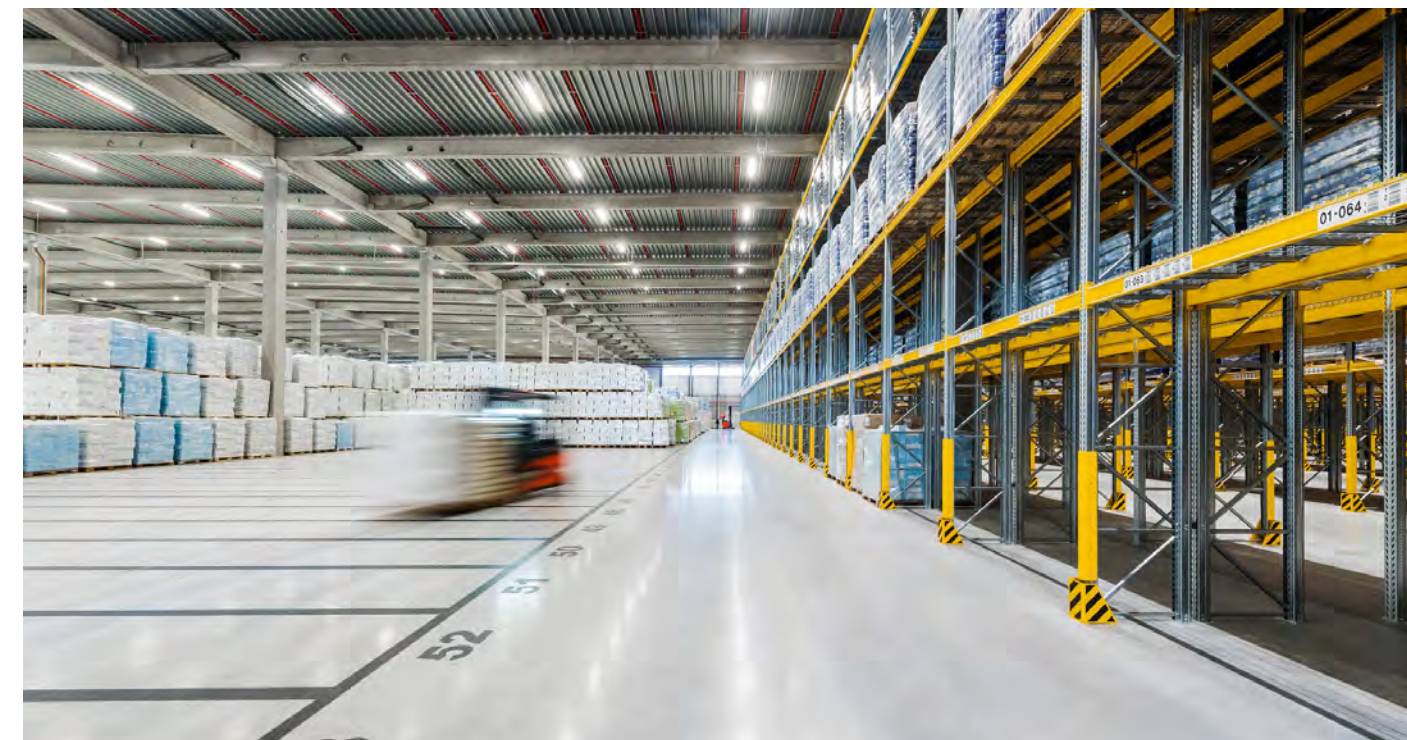
In order to assist the clients even more, the Breda location is constantly working on improving its processes. For example, a 'yard management system' will be implemented in the near future. "Upon arrival, drivers will scan a QR code, after which they will immediately see the dock number assigned to them," Bas says. "A fine example of a development that significantly contributes to further streamlining of our processes."

For more information:  
Bas Gäde  
T +31 763038150  
E s.gade@eurorijnxl.com

The company is only a year old, but it is buzzing. Continuous efforts are made to improve the operational processes.



Architect: Convexarchitecten, foto: BEELD31





# Company overview

## Transport & Logistics

### BSR Van Uden Stevedoring B.V.

Storage and handling of general cargo, bulk and breakbulk cargo, for shipping companies, shipping agents, freight forwarders and cargo owners in the port of Rotterdam.

[bsrvanudenstevedoring.nl](http://bsrvanudenstevedoring.nl) +31 104 760 171

### Combined Cargo Warehousing B.V.

Ideally situated between the ports of Rotterdam and Antwerp, we operate our own warehouses for covered storage of general cargo.

[ccwmoerdijk.com](http://ccwmoerdijk.com) +31 168 385 333

### Euro-Rijn Customs Advice B.V.

Our knowledge, experience and approach enable us to serve customers quickly and efficiently to handle customs matters.

[eurorijncustoms.com](http://eurorijncustoms.com) +31 168 393 170

### Euro-Rijn Deutschland GmbH

Euro-Rijn Deutschland Schifffahrts-und Speditionsgesellschaft, established in 1990 in Duisburg, provides high-quality international forwarding services.

[eurorijn.com](http://eurorijn.com) +49 206 620 500

### Euro-Rijn International B.V.

Euro-Rijn International has a worldwide reputation in the field of door-to-door logistical services in the metal and ferro-alloy industry.

[eurorijn.com](http://eurorijn.com) +31 168 393 250

### Euro-Rijn XL Logistics B.V.

Our center covers an area of more than 150,000 square-metre and is extremely suitable for the storage of palletized products.

[eurorijnxl.com](http://eurorijnxl.com) +31 168 334 324

### Euro-Rijn XL Logistics Breda B.V.

We are specialised in cross-dock, palletizing loose loaded containers, temporary storage, order picking, rework and VAS activities for the food retail sector.

[eurorijnxlbreda.com](http://eurorijnxlbreda.com) +31 763038150

### Euro-Rijn Quality Services B.V.

Offers quality assessment services, by sampling in the warehouses of its customers and their suppliers. All this in accordance with the customer's specific procedures and accurately reported.

+31 765 324 169

### Independent Commodities Logistics B.V.

Independent, reliable and dedicated. These are the keywords that represent the values of Moerdijk is first LME registered warehouse company.

[commoditieslogistics.com](http://commoditieslogistics.com) +31 168 820 070

### Independent Transport Logistics B.V.

An international Forwarder specialised in road-transport through Europe.

[ittlv.com](http://ittlv.com) +31 168 393 275

### Libra Shipping B.V.

Ship(broking) agency company specialised in coastal trade active in worldwide shipping with an emphasis on Europe, the Mediterranean and the Black Sea and West Africa.

+31 180 441 151

### Multi Cargo Logistics B.V.

Specialised in warehousing, distribution and transportation of ingredients and additives, especially for food, animal feed and pharmaceutical products.

[mclbv.com](http://mclbv.com) +31 168 820 050

### Overslagbedrijf Moerdijk B.V.

We are a bulk transshipment company consisting of 3 terminals on Moerdijk with a total storage capacity of 9.5 hectares. We own licenses for the storage of polluted substances.

[obm.nl](http://obm.nl) +31 168 325881

### Rotterdam Polymer Hub B.V.

The first dedicated poly logistics facility, in the Port of Rotterdam. An in-house Customs department will coordinate your shipments.

[rtmpolymerhub.com](http://rtmpolymerhub.com) +31 168 393 115

### Scheepvaartonderneming Euro-Rijn B.V.

Scheepvaartonderneming Euro-Rijn, established in 1979, offers inland barge transports and forwarding services in the broadest sense possible.

[eurorijn.com](http://eurorijn.com) +31 168 393 220



## Real Estate

### Flushing Service Park C.V.

A new industrial and logistics area in the port of Vlissingen. FSP is a joint venture with North Sea Port. The 27-hectare "dry" area offers plots for companies in full ownership or in lease.

+31 168 393 103

### KDC Vastgoed B.V.

Specialised in taking positions in smaller construction sites for business and residential estates. KDC acts as a general contractor for carrying out the complete process.

+31 168 393 233

### Kenick Capital B.V.

An independent property investment company that mainly invests in logistic and "light industrial" properties in The Netherlands.

+31 168 393 105



## Salt trade

### Eurosalt Handelsmaatschappij B.V.

All-round supplier of all types of salt, from de-icing salt (for roads) to consumer salt.

[eurosalt.nl](http://eurosalt.nl) +31 168 393 200

[eurosalt.de](http://eurosalt.de) +49 2066 205 060

### Eurosalt Winter Services B.V.

Winter maintenance of roads, supply of salt saturators, pump stations, salt silos and the provision of winter service training.

[winterservices.nl](http://winterservices.nl) +31 168 393 200

### Gladheidbestrijding Amsterdam District B.V.

GLAD is specialised in the field of professional de-icing and prevents 24/7 winter discomfort on roads and business estates.

[strooienamsterdam.nl](http://strooienamsterdam.nl) +31 252 672 614

### Gladheidbestrijding Mainport Rotterdam B.V.

GMR offers various options for the de-icing of roads at business estates within a wider range of services for customised winter maintenance.

[strooienrotterdam.nl](http://strooienrotterdam.nl) +31 181 452 735

### Gladheidbestrijding West Brabant B.V.

By offering various options for de-icing and customised solutions, GWB ensures a safe and accessible working area 24 hours a day, 7 days a week.

[strooienwestbrabant.nl](http://strooienwestbrabant.nl) +31 168 393 205



## Human Resource

### Staffyou B.V.

Staffyou offers a modern way of working. Planning, searching, matching and rating in easy ways for employers and employees. Services are offered via an online platform, which are offered to screened and selected personnel.

[staffyou.nl](http://staffyou.nl) +31 104 115 151



# Eurosalt Winter Services

Salesmen of systematics and knowledge

The name 'Winter Services' seems to tell you exactly what this company is all about. The truth is a little more nuanced, however. Eurosalt Winter Services B.V. is a full subsidiary of Eurosalt Handelmaatschappij B.V. But while Eurosalt is primarily a trading company, Eurosalt Winter Services is not. It mostly sells knowledge in the field of road de-icing.



## Differences and cooperation

Eurosalt is covered in another article in this magazine. There you can read that road salt is only one of many products sold by the company. Its subsidiary Eurosalt Winter Services does not directly sell products. The company primarily has the knowledge required to advise and support road authorities, such as municipalities, provinces or larger industrial organisations in The Netherlands, Belgium and Germany. To be more specific this means Eurosalt Winter Services looks at the methods, the locations and the scale at which local and regional road de-icing activities can be organised. For example, they deal with issues like the effective location of silos and the type of silos to be used, the accessibility of storage locations and the distribution of road salt and brine. In essence it all starts with an empty sheet of paper. Demands and wishes of

the client are sketched out, resulting in a client-specific plan for the setup of an emergency service. In short: Eurosalt Winter Services offers consultancy, design and construction services for road brine installations. When it comes to that knowledge, this company is a top player.

## Client specific

Clients will always have their specific requirements and demands. With its vast experience Eurosalt Winter Services can provide solid advice in any case. Advising the client could also lead to providing the client with the required silos and mixers (used to make road brine by mixing salt with water). However, the client can always decide to order these items elsewhere; as long as they get the right silo or mixer in the end and follow our advice.

In essence  
it all starts  
with an  
empty sheet  
of paper.

A good example of the experience and expertise offered by Eurosalt Winter Services can be found in Hattemerbroek. Recently, a fully-automatic brine mixer was commissioned there, allowing Eurosalt to manage its own brine stock. This is used for de-icing work on the roads in and outside of the province Gelderland. Commercial Manager of Eurosalt Winter Services B.V., Sietze de Waard told us how this came about: "The concept was developed and eventually designed and built by Eurosalt Winter Services itself. It consists of two silos each containing 40 tonnes of salt. The concrete basement contains about 700 m3 of brine. In order to make brine, salt is dissolved in water. This is done in a high-speed mixer at 10 to 15 m3 per hour. It is then transferred to the basement, until it fills up. Once the brine is removed for use, the process automatically starts over again without any human interference."

This brine plant was built to operate independently of third party assistance. It can be monitored remotely and operates completely autonomously. The measuring systems in the silo send a notification when the salt drops below a certain level. This can be managed in an interactive manner, so a truck with salt is always dispatched in time to refill the silos. Any malfunctions of the installation are also automatically reported.

## Subsidiaries

Eurosalt Winter Services has three subsidiaries of its own: GMR in Rotterdam, GLAD in Amsterdam and GWB in Moerdijk. These subsidiaries all operate in the field of winter service and road de-icing for public and private companies such as container terminals, large logistic facilities and parking areas. The winter service vehicles are sent out as soon as necessary to keep the premises and facilities of companies accessible in order to avoid delays and prevent accidents.

However, it seems that winters are becoming milder over time, reducing the need for de-icing services. "This is partly true. But, even now, every winter has the ingredients required for winter precipitation and the corresponding issues for road traffic," Sietze explains to counter the idea that the need for these services is slowly but surely decreasing. "A lot of the time, there may be enough precipitation, but the temperatures are simply too high, resulting in rainfall. And when the temperature is low, there is usually



Gladheidsbestrijding Mainport Rotterdam B.V. (GMR) is one of Eurosalt Winter Services subsidiaries.

less precipitation. However, once these elements match up, the need for de-icing will certainly grow significantly," Sietze explains. "Moreover," he continues, "in some places, road salt is used in summer as well. The primary reason for is to protect the asphalt against high temperatures. This seems to help." What the future will bring for actual de-icing services is mostly a climatological issue. For Eurosalt Winter Services or its subsidiaries, a tough winter will not pose any problems.

For more information:  
Sietze de Waard  
T +31 168 393 200  
E s.dewaard@eurosalt.nl

As a subsidiary of Eurosalt, Winter Services offers knowledge and experience with regard to de-icing and brine installations.



# Kenick Capital

## The development of real estate projects

Kenick Capital is the development and investment company of Euro-Rijn Group. Over the years, it has developed and constructed many commercial properties. The users include companies within the Euro-Rijn Group, but properties are also developed and constructed for external parties. Two of the buildings developed by Kenick Capital were commissioned recently.

### SRG International at Oud-Gastel

This company has been the professional link between international premium brand manufacturers and the food retail sector since 1982. They fulfil this role by bringing the so-called fast-moving consumer goods of these suppliers to the shelves of purchasers in the food and discount retail sector. These products include, for example, chocolate, confectionery, baked goods, detergents and care products.

In Late November 2019, the company moved to its new location at Oud-Gastel. The building was developed and built with the future in mind. It consists of two units of a total of about 23,000 square

metres. One of these is currently in use by SRG International, and the second one will eventually follow and is now sublet. The building was built in a very sustainable fashion, and the yields of this will be concretely measurable in a few years. In addition to the benefits of the fact that this company now has a single location, employees and visitors are highly impressed by the appearance and professionalism of the building.

### Rotterdam Polymer Hub at Rotterdam - Maasvlakte

In April 2020, the Rotterdam Harbour was expanded with the first dedicated logistic hub for the storage of polymers. That month, the first activities were started, and the first polymer parcels were in the racks on Monday, 21 April. Rotterdam Polymer Hub consists of two warehouses with a combined surface of 35,000 square metres, offering a storage capacity of 550,000 tonnes. Furthermore, the container yard which will offer space for between 700 and 1,000 TEU is also completed. The 3 bulk silos are recently placed so the company is already fully operational. This enormous building, with all the bells and whistles, was developed with a BREEAM Very Good certificate.

### Current projects

A 'small-scale' distribution centre measuring just under 5,000 square metres is currently under construction in Roosendaal. 'Small-scale' is a relative term, since the building still has the surface of a football field. The building is developed 'at own risk'. ▶

The building was built in a very sustainable fashion, and the yields of this will be concretely measurable in a few years.





This means no tenant or user is contracted in advance. Logistic buildings of that size, with specifications for professional logistic use, including docks, a recessed loading dock, sufficient free height and floor load capacity are scarce. This is because they are relatively expensive to build and go against the trend of ever larger buildings. However, a logistic user can use it far more efficiently than a standard commercial property.

### Future plans

There are multiple plans for the future. One of these is the development of a distribution centre of about 30,000 square metres in Moerdijk. In addition, there are plans for expansion both on the Maasvlakte and in Dordrecht. Finally, Kenick Capital is being considered as a developing investor for the realisation of office buildings in the region.

For more information:  
Ard de Keijzer  
T +31 168 393 219

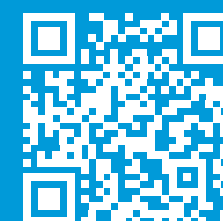
Two large projects were recently commissioned at Oud-Gastel and at Rotterdam-Maasvlakte. A smaller distribution centre is currently under construction in Roosendaal, and there are plenty of plans for the future, too.

Upper image: Rotterdam Polymer Hub, image below: SRG International building

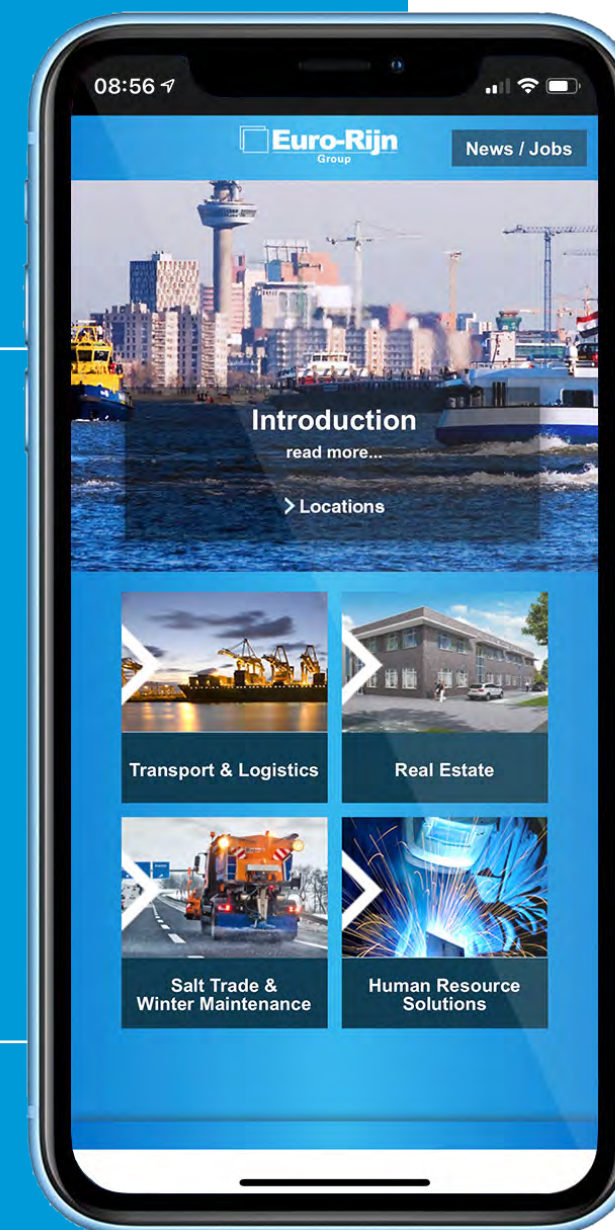


# Euro-Rijn Group App

All of our activities are structured in separate legal entities with own management. This APP aims to provide you with a clear insight of all Euro-Rijn Group companies and enables you to swiftly navigate between companies, activities, commercial contacts, photos, video and latest news.



Scan & download the App







**Eurosalt supplies salt for many types of industrial applications, such as the processing of hides, animal intestines, plastics and textiles.**



# Eurosalt

## So much more than just road salt

Almost forty years ago, Euro-Rijn Shipping, then active as a freight forwarder, received the assignment to transport road salt from Italy to North-Rhine Westphalia via Rotterdam. When the client went bankrupt during this process, Euro-Rijn did not just take over the transport activities, but also the sale and distribution of the salt. And with great success, this is how Eurosalt Handelmaatschappij (Eurosalt) was founded in 1983.

### Well-known player

In the world of road salt and de-icing, Eurosalt, a member of the Euro-Rijn Group, is a very well-known player. Over the years their activities and product assortment have been expanded significantly and the company is active in far more fields than traditional road salt alone.

Since 1997 the company is located in Moerdijk. It also has a storage and production plant to crush, sieve and package salt, with a storage capacity of about 55,000 tonnes. In order to deliver the salt to the desired location quickly if necessary, there are other storage locations in addition to the one in Moerdijk, such as Drachten, Wesseme, Hattemerbroek and Heilbronn (Germany).

Eurosalt now supplies about 150 types of salt to many clients in various sectors and industries in The Netherlands, Germany, Belgium, France and various countries in South America.

### Types of salt

Road salt is only a part of the assortment of salt products Eurosalt offers. For example, Eurosalt supplies salt for many types of industrial applications, such as the processing of hides, animal intestines, plastics and textiles. They provide agricultural salt to the agriculture sector, such as animal feed salts of various qualities, as well as special salt blocks for cows. They also offer salt products for human consumption, such as kitchen salt of various quality levels, including nitrite salt and iodised salt, as well as various types of food-grade salts. In addition, Eurosalt offers so-called water-softening salts in the form of salt tablets and salt blocks. Finally they also offer pool salt. All salt types are available in various quantities, from 1,000-kg big bags for the industrial sector and de-icing, to 25-kg bags of various types of salt for the private consumer. In short, an enormous range of salt products, both in application and quantity, available and sold in many countries all over the world. In short; if you need salt, Eurosalt has it all on stock.

### Service and quality

It goes without saying that Eurosalt, with their large assortment of salt products, has continuously worked on quality over all these years. To safeguard that quality, the company is certified by ISO, GMP and SKAL. Eurosalt always aims to achieve the highest possible quality with the best service, so the company continues to be the supplier of choice for its clients. For example, the website not only offers all types of salt, but also allows clients to chat with an employee to ask specific questions, so they can be helped immediately and place the correct order. In addition, the company has the objective of strengthening its market position by constantly supplying innovative salt products and create cost benefits for its purchasers.

### Structure

The market position that Eurosalt, as a trade company in this many types of salt, has managed to achieve is a formidable one. The family structure that is characteristic of the entire Euro-Rijn Group plays a big part in this. In addition to the quality of its service and the top-notch logistics, this family structure is the base for a long-term entrepreneurial spirit. There is a good reason why Eurosalt has been a successful salt trader for this many years. More information about Eurosalt and its entire assortment for each business sector can be found on [www.eurosalt.nl](http://www.eurosalt.nl).

Contact details:  
Sven Heddes  
T +31 168 393 200  
E [s.heddes@eurosalt.nl](mailto:s.heddes@eurosalt.nl)

Eurosalt has been active as a salt trading company for over 35 years. Started as a road salt transporter, the company now supplies almost 150 types of salt to a variety of industries.





# Independent Commodities Logistics is truly independent

And LME certified as well...

Independent Commodities Logistics, more commonly known as ICL, is a joint venture with Hans Cleton and Euro-Rijn Group. The company was founded in 2013 and operates London Metal Exchange (LME) certified warehouses in Moerdijk, Rotterdam and Kaohsiung (Taiwan). Like the name suggests the company is truly independent and not related to a metal trading house or metals trader. For a certified metal storage company that is a real differentiator.

## History

Up until 2013, there were six companies that focussed on metal warehousing with LME certification in The Netherlands. Only one of those could be called independent. This alone was a valid reason to start a new, independent, neutral warehousing company, with the ambition of achieving LME certification. Hans Cleton and the shareholders of Euro-Rijn Group joined forces, which resulted in the founding of the ICL company.

One of the Euro-Rijn companies, Euro-Rijn International (ERI) was already specialised in the storage, transshipment, crushing, screening, repackaging and blending of ferro alloys and minor metals. Furthermore Euro-Rijn Group could handle all additional issues, such as financial administration, IT, secretarial services, quality management and human resource management, which highly supported the start of the new company. ICL started with its warehouses in both Rotterdam and Moerdijk, and has helped the port authorities of Moerdijk to achieve the necessary status of 'good delivery point'. Only warehouses in ports with this status are eligible for LME certification. ▶

Only logistics providers with warehouses with proper access to various modes of transport are eligible for LME accreditation.



### LME certified

The London Metal Exchange (LME) is the exchange for futures trading in precious and non-ferrous metals. It is the largest and most important exchange in the world when it comes to the daily pricing of these metals. The options and future contracts in (base) metals are derived from this. This means it is of the utmost importance for companies like ICL to receive London Metal Exchange (LME) certification. Only logistics providers with warehouses with



proper access to various modes of transport are eligible for LME accreditation. Candidates should also have the capacity to store metals without duties or VAT. There are currently only 24 LME certified storage companies in the world.

After the official start on 1 May 2013, LME certification was arranged for a warehouse in Rotterdam in record time. This became active on 9 August that same year. In addition, we worked together with the Moerdijk port authority to ensure the entire port and industrial area of Moerdijk could be designated as a 'good delivery point' in late 2013. On that same date, ICL also certified warehouses in Moerdijk, making it the only company in Moerdijk that can issue LME metal warrants.

In March 2017, ICL opened LME warehouses in the Taiwanese port of Kaohsiung in order to manage the neutral and independent services offered to its clients in these growing markets. A further storage location in Hanoi has been opened, but it is not yet certified because the 'good delivery point' status has not been granted yet.

### Requirements and conditions

It is clear that obtaining LME certification is no simple matter. In addition to the logistics-related conditions, there are a multitude of other requirements and conditions imposed by the LME that need to be met in order to apply for the certificate. These cover the quality of the administration, operational excellence and financial security of the company. Incidentally, these quality requirements are highly appreciated by companies that trade in metals. In fact, financiers of these traders often go as far as to demand these quality levels. Quality standards such as ISO certification and an AEO approval are also requirements. It almost goes without saying that ICL meets these high demands.

### Deeper cooperation

ICL focusses on all possible types of service to traders and producers of non-ferro metals that can be traded at the LME. Furthermore, the related logistics services, which can also be applied for different types of goods, are an interesting additional activity for ICL.

The company really feels at home in the Euro-Rijn Group. Because non-core activities are managed by the group, it can take on big assignments with a small and dedicated operational team. Other members in the group see ICL as part of a total package of possible services that can be offered to international clients.

The company radiates experience and independence in the market and provides its services to clients along with an extensive assortment of products. Examples are aluminium, glass fronts, steel products such as profiles, and scrap metal. It goes without saying that the other companies in the group are called upon if needed when it comes to logistics services and transport.

For more information:  
Hans Cleton  
T +31 168 820 070  
E [info@commoditieslogistics.com](mailto:info@commoditieslogistics.com)

Storage, transshipment and, if necessary, processing of metal is the international focus of ICL. Its LME certification allows the company to stand out even more.



ICL focusses on all possible types of service to traders and producers of non-ferro metals that can be traded at the LME.







# Scheepvaart- onderneming Euro-Rijn

Our word is our bond

For over four decades, Scheepvaartonderneming Euro-Rijn (Euro-Rijn Shipping) has been the foremost shipping specialist in European inland waterways. Maritime navigation likewise has few secrets for this company. Every day, dozens of ships are managed from Moerdijk, representing millions of tonnes of cargo every year. The experienced and enthusiastic employees are always motivated to deliver all these goods to the right location at the right time, both when it comes to inland or maritime navigation.

We interviewed General Managers Dick Huijgen and Maurits Verschuur about the differences and similarities between container shipping and inland navigation. A peek into two worlds that are similar, yet so very different.

## Dynamic or traditional

"Container shipping is a market subject to constant changes," Dick Huijgen begins. "It is a dynamic sector, in which several large parties, primarily shipping companies, determine the developments in the market. When it comes to digitisation, a few remarkable developments can be recognised. One of those is the rise of online booking platforms. The disadvantage of these booking platform is the lack of any kind of service. And that is exactly what distinguishes Euro-Rijn Shipping; we offer service to our clients based upon years of valuable experience and expertise," Dick explains.

According to Maurits Verschuur, inland navigation has always been a more traditional sector. "Ever since the shipping exchange closed, lots of developments have occurred. Our challenge now is to find stable cargo loads," Maurits begins. He continues: "While a lot of small freighting agencies were founded, shipping companies and

cooperatives are growing ever larger as a result of mergers and acquisitions. Moreover, automation is becoming more and more important." Maurits explains that inland navigation is a conservative sector, in which technological developments and digitisation are only now starting to play a role. While various digital platforms were started in the inland navigation sector, these were all ceased for a variety of reasons. "People had to subscribe to be able to see the available trips. Platforms like that, evade real negotiation, which does not fit the entrepreneurial spirit of the skipper or freighter," Maurits states. "The old skippers are mostly used to the traditional way of doing business, where a lot is still arranged by phone. The younger generation of skippers is more open to technological advances, because they see the benefits for the effectiveness of their businesses."

## Sustainability

Like in many other sectors, sustainability is becoming more and more important. "The container shipping sector has had multiple initiatives over the past years to significantly increase the sustainability of the sector. Many ships are powered by so-called 'Green Fuel', an organic fuel that is far cleaner than traditional ▶



“Our greatest strength is our ability to offer competitive rates while maintaining high service levels.”



fuels. “There are even growing numbers of ships that are completely emission free, because they are powered by methanol or hydrogen, for example. There are shipping companies that eventually want to be fully climate neutral,” says Dick.

Inland navigation also sees a lot of experiments in the area of sustainability. A few years ago, for example, the switch was made to Liquefied Natural Gas (LNG) and there are more and more experimental projects to reduce the emission of harmful substances. According to Maurits, these developments have high costs for the shipping entrepreneurs. “When they are nearing the retirement age, they often leave these investments to the next generation.”

#### Shift in cargo streams

Global shifts in cargo streams are a common occurrence in the container shipping sector. “However, these shifts are taking place more often as global developments occur in quick succession,” Dick says, and he explains: “In the past, lots of used paper was exported to China. This does not happen anymore, as paper is recycled here now. Right now, however, there is a clear increase in meat exports to China, simply because the Chinese eat far more meat nowadays.”

Inland navigation also sees regular shifts in cargo streams. Forwarders face the challenge of focussing on the right cargo streams and cargo types. “For example, the amount of coal transported to Germany is decreasing. That is why organisations are focussing more and more on other bulk goods. For Euro-Rijn Shipping, this means more competition. Fortunately, we have built

up a well-known and reliable brand over the years, giving us a strong competitive position in the market. However, we always keep a keen eye on the developments in the sector,” Maurits says.

#### Crises

Of course, the world has suffered crises before. The Covid-19 virus outbreak has once more shown us the impact such a crisis can have on global logistical flows. “Containers in China were not processed and started to accumulate. This sometimes resulted in quadrupled prices for available containers. This gave the sector food for thought: To what degree can we prevent such situations in future?” Dick concludes.

For inland navigation, this crisis means fewer available cargoes. As a result, there are more available ships, resulting in decreasing cargo prices. “On the one hand, this allows Euro-Rijn Shipping to offer its clients better rates. On the other hand, the number of requests decreases as well. This is something that all companies in the sector suffer from. Some companies apply for short-time working schemes for employees that are currently out of work,” Maurits tells us. According to him, it remains to be seen what companies in the sector will remain standing economically.

#### Distinction

With over 40 years of experience, Euro-Rijn Shipping is an important and appealing player in both container shipping and inland navigation. The company constantly reacts to the trends and developments in the market. “Our greatest strength is our ability to

offer competitive rates while maintaining high service levels. This means we stay in close contact with our clients, meet the specific wishes of the client where possible, and offer additional services by engaging our partners within the Euro-Rijn Group,” the gentlemen explain. “For example, we can also provide road transport, or take care of insurances and customs documentation.” They conclude: “It is all about assisting the client and properly communicating with them, which results in a good client relationship. That is our key strength.”

For more information:  
Dick Huijgen  
T +31 168 393 220  
E d.huijgen@eurorijn.com

Maurits Verschuur  
T +31 168 393 224  
E m.verschuur@eurorijn.com



# Staffyou

## Human resources solutions 2.0

CEO Pavle Beslic worked when studying for CPA as a temporary worker at various companies. From time to time, he was asked if he could invite fellow students to perform certain jobs as temporary workers as well. He discovered that this was a rather laborious process. You need to find out who is available and whether they are suitable for the job offered by that client. What rates do you charge and to what degree can you meet demands if there are multiple requests? These questions got him thinking, and this led to the idea of an online platform for temporary workers. It had to be possible to make the involvement of an intermediary easier and more efficient, and to utilise modern technology. Translating these ideas from theory to practice was the next step.

### The platform

Working together with CTO Ruben Donker who took care of the entire technical setup of the platform, he founded Staffyou in 2014. Setting up a platform: it sounds straightforward enough. But it is not as easy as it sounds, especially from a technical point of view. A platform may be nothing more than a digital meeting place for supply and demand, but the primary idea is to use smart technologies to allow users to manage most things by themselves. Both parties should be able to contact one another at the push of a button. This way, the conventional role of the employment agency has changed significantly and has become a lot more efficient and less labour intensive. The client places an assignment on the platform and candidates can sign up for this when they see it. If there is a match, the candidate can start working straightaway. That way, the process is a lot easier and faster for both parties, and the rates are a lot more competitive. By the way, in addition to being a mediator, albeit a digital one, Staffyou remains the employer of the candidate. Apart from the exceptional process, it still works like a conventional employment agency.

### Face-to-face results in quality

Regardless of the technological possibilities, Staffyou believes that a face-to-face conversation should first take place with each candidate. After all, not every candidate is suitable. This basic principle is still adhered to. "The quality of the temp worker is

essential," says Pavle Beslic. "A personal interview tells you an enormous amount about the candidate. Some don't even appear for the interview, so they are immediately out. But even during or after the interview, candidates can be proven unfit. They simply need to be suitable. Not just for the job, but also to take part in our platform," Pavle explains.

Only after the interview and the final selection, the candidate is added to the platform, with their name, background, a part of their resume and a photo.

### Benefits

For the temporary worker and especially for students, the main benefit is in the fact that they can work flexibly by indicating their available hours themselves. By regularly visiting the platform, they can decide what jobs they sign up for. The employer can be sure the candidate is suitable, thanks to the selection by Staffyou. In addition, they can access the background and ratings of the candidate. This makes things a lot easier for all parties involved.

### Growth and ambitions

The Rotterdam based company, with its corresponding mentality, is steadily growing as the years go by. With a file of about 3,000 candidates, they are primarily active in the catering & hospitality sector, festivals & events, logistics, administration & retail. However, Staffyou has far larger ambitions. "In a few years, we want to be active at a primarily international level," Pavle tells us.



Left: Pavle Beslic (CEO).  
Right: Ruben Donker (CTO).

"Neighbouring countries are an option, but laws and regulations are a significant factor. Temporary workers cannot be deployed the same way everywhere. That is why we will focus on the US after The Netherlands. We believe that is where our opportunities lie," he says.

### Investor Euro-Rijn Group

"In order to realise that growth and our ambitions, we went looking for an investor about one year ago," Pavle tells us. "There are various types of investors, and we were primarily looking for a strategic investor. One who brings in more than just money, but also knowledge, experience and a network. We finally found this in the Euro-Rijn Group. They took a stake and their financial injection now allows us to progress in our ambitions," Pavle says. Pavle concludes: "Our platform has been a game changer for the deployment of temporary workers. The process is now easier, more straightforward and therefore more appealing for all parties. As long as you keep an eye on your quality, this sector offers significant opportunities."

For more information:  
Pavle Beslic  
T +31 104 115 151  
E pavle@staffyou.nl

The Staffyou platform offers companies and temporary workers the opportunity of directly contacting one another. Speed, ease and straightforwardness are the main benefits.



# We bring business forward

Euro-Rijn Group B.V.  
T +31 168 393 201

Plaza 6  
4782 SK Moerdijk  
The Netherlands

P.O. Box 76  
4780 AB Moerdijk  
The Netherlands

[eurorijngroup.com](http://eurorijngroup.com)

 **Euro-Rijn**  
Group