

Euro-Rijn Insight

Corporate magazine

#3

A year in review

“Our strength is being able to respond quickly to changes in the market”

An eventful year for
container transport

Quality, safety and security
at Euro-Rijn Group

The unpredictable business
of road salt

We bring
business
forward





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“Enjoy reading
this 3rd Euro-
Rijn Group
corporate
magazine”

**We bring
business
forward**

Foreword

Dear reader,

With great pleasure we present you the 3rd edition of our corporate magazine. With this magazine, we would like to update you on the current activities and future plans of the Euro-Rijn Group and its group members.

In the previous issues of Euro-Rijn Group's corporate magazine a number of group companies presented themselves and elaborated on their core business. For this edition we have chosen a different approach. Based on several topics and themes we would like to share with you our views on the developments in the markets which we serve.

In line with the new Euro-Rijn Group corporate identity, this magazine has a different look and feel compared to the previous publications. This newly designed layout will be used for all future editions of our magazine and is also used to refresh our group's new website: eurorijngroup.com. We sincerely hope you will like it.

We kick off this magazine with an article which includes a comprehensive outline of the most important Euro-Rijn Group related events that happened in the last 12 months. The centre section of this magazine contains a convenient overview of all companies that are part of the Euro-Rijn Group.

For now, we trust you enjoy reading this 3rd Euro-Rijn Group corporate magazine.

Albert van Ommen
CEO



▲19,5%

In 2020 the Euro-Rijn Group had 19,5% more revenue compared to 2019. A difference of € 20.8 million



FTE



IN ▶



30.000 containers

◀ OUT



55.000 containers/trucks

3,6 MILLION e-fulfilment orders

2020

The most important recent developments

We bring business forward

Euro-Rijn Group

A year in review

The last 12 months have been a very eventful period for the Euro-Rijn Group and its subsidiaries. Although the COVID-19 crisis continued on, fortunately we were able to minimize the impact on our organisation. We are keen to inform you on our most important recent developments.

Being successful in a time of crisis

As if the coronavirus pandemic did not impact the container transport sector enough already, some other events occurred that disrupted the global container flow even more. The blocking of the Suez Canal caused a traffic jam and resulted in congestion at the European ports.

Fortunately at the Euro-Rijn Group the overall impact was minimal, as a result of the diversified portfolio of our group. Also, in this year we can share some success stories. One of these successes is the contract Rotterdam Polymer Hub signed with Braskem, the world's largest producer of biopolymers, for the storage and transit of their bioplastics in Europe.

Eurosalt profited of a week of sudden heavy snowfall in February. In just a matter of days a huge amount of road salt was traded. At Euro-Rijn XL Logistics, distributor for large retail companies, record after record was broken. In one of the top weeks a staggering number of 2.5 million boxes was handled in our fulfilment process.

Never a dull moment

At Euro Rijn Group we are constantly on the lookout to spot opportunities that can help our organisation grow further. In order to serve more customers and markets, initiatives were developed in new regions or areas of expertise. For example, in Italy, we have started Euro-Rijn Italia Srl., a sister company of Euro-Rijn Global Logistics, to serve our customers with operations in Italy.

Tailored to the needs of e-commerce businesses we have launched Euro-Rijn E-fulfilment, based on our many years of experience with managing logistics for large e-commerce retailers.

With Euro-Rijn Financial Services we have set up a new addition to our group aimed at companies that are looking for capital to finance their commodity trading.

Strong portfolio

Based on market trends we provide comprehensive solutions that fulfil our clients' needs and requirements. We are always looking for opportunities to further strengthen our portfolio of products and services. A good example is the logistics of (base) metal scrap. In a world where sustainability plays an ever growing role and the economy is becoming more and more 'circular', the metals recycling market is expanding rapidly. With our logistic solutions for (base) metal scrap we are able to serve our metal trading customers even better.

“As a successful company it is important to keep reinventing yourself”

Trends and innovations

As a successful company it is important to keep reinventing yourself. With smart innovations we are always trying to improve our organisation. For example, by optimising our operational efficiency. At Euro-Rijn XL Logistics, we have started working on a new development. Instead of unloading boxes from incoming containers by hand, a 'robot' is used that lets operators place boxes on a mobile conveyor-belt directly from the container. Making the employees avoid heavy lifting, while speeding up the process at the same time.

Other examples of innovations that increase our operational efficiency are the automatic bag cutting machine installation and the container tilting platform at Rotterdam Polymer Hub. By using this equipment trucks and containers can be loaded or unloaded a lot quicker than before.

Green logistics and sustainability

Environmental friendliness is an important topic for us. At Euro-Rijn Group we have developed several initiatives to help our organisation and those of our customers to operate more environmental friendly. For example, a lot of our facilities are now equipped with LED lighting (both indoor and outdoor) and solar panels to minimize energy consumption levels and use green energy wherever possible.

In addition, Euro-Rijn Real Estate, investor and developer of logistic premises, makes sure that developments are according to the BREAAAM standards, the world's leading sustainability assessment method for infrastructure and buildings. When looking at our strategy regarding participations, we also focus on companies that contribute to a more sustainable environment. For example, our participation Circular Plastics creates packaging from recycled materials for various industries, to help reduce plastic waste.

We are proud of our new website and invite you to have a look at eurorijngroup.com.



Hard work gets recognised

It is always nice to get recognition for the hard work you delivered. Thanks to all our employees, customers and partners, this year we are proud of yet another ranking in the Dutch magazine Elsevier. We are ranked in its Top 200 Family companies this time. The ranking is based on company revenue and we are currently listed at number 154.

A glimpse into the future

Keeping a close eye on trends and developments in the markets we serve, will remain an important part of our business. By doing so we make sure that we become increasingly relevant to you as our valued customer. We will definitely come up with new services and propositions in the years to come. However, at this moment, due to our flexibility, it is hard to predict what that will bring. Our strength is being able to respond quickly to changes in the market or our customers' requirements. Also, we aspire more international development and are currently looking to expand to the Middle-East region. In short, make sure to keep an eye on Euro-Rijn Group and all of its group companies. ■



Rotterdam Polymer Hub, developed by Euro-Rijn Real Estate.

A new outfit for Euro-Rijn Group

This year the Euro-Rijn Group website received a full makeover. At the same time our company logo and corporate identity have been revamped as well. The new logo suits better in current times and has improved readability. In addition, the new colour scheme offers more options in terms of design. You may have noticed that the new Euro-Rijn Global Logistics logo has been designed with a similar look and feel. In the future, more Euro-Rijn Group companies will have a corporate identity and logo in line with this design.

Our strength is being able to respond quickly to changes in the market



5 logistics trends & innovations in 2021

1. Data analytics

As technology keeps developing the amount of data we gather also keeps increasing. For instance, nowadays a 'smart box' monitors all data relevant to the movement and handling of a shipping container. This trend of increase in data can be seen at every process in logistics.

All this extra data can provide insights to improve customer service, warehouse productivity and performance management. Data analytics makes it easier to monitor shipments and containers to increase efficiency, transparency and visibility and therefore improve customer satisfaction and risk management.

In the near future data will not only be used to improve the supply chain and service, but it could also become a sustainable earnings model. Making predictions based on data analytics will improve both efficiency and profitability when used correctly.

2. E-commerce

E-commerce has been steadily growing over the last couple of years until the COVID-19 pandemic skyrocketed this growth, turning online shopping into the new norm in 2021. Online shopping went from mostly shopping for groceries, fashion and consumer electronics to basically everything, even luxury products and large furniture. Online shopping has become the go-to for everything consumers and businesses need.

E-commerce logistics are projected to be worth over €430 billion by 2025 (Business Wire, 2019) and this prediction will likely be surpassed, because of the pandemic and its stimulant effect on e-commerce. With the start of our new group company Euro-Rijn E-fulfilment B.V. we are responding to this change in the market.

3. Automation & robotics

Automation is one of the leading trends in logistics and supply chains in the foreseeable future. Warehouse automation means reducing human interventions and using technologies such as 'Pick & Place' or autonomous vehicles to increase efficiency, speed and productivity.

The use of these new technologies will boost warehouse productivity and reduce risks. An example of automation being used in a current situation is the ability to deal with the difficulties thrown up by Brexit. The use of cloud-based data and constant updates on matters such as customs paperwork and routes between Europe and the UK makes successfully trading with the UK easier for logistics companies.

Automation is often combined with robotics and artificial intelligence (algorithms combined with machine learning technologies). Robots and A.I. will not take up the jobs of humans, but will work collaboratively alongside them to reduce health and safety risks and increase operational efficiency.

Euro-Rijn XL Logistics, for instance, utilizes a robot in their warehouse. This robot allows a mobile conveyor-belt to be placed inside a container in order to unload it much quicker while minimizing the physical impact on employees.

One of the new technologies that will play a large role in supply chain automation is 5G wireless network technology. The connection speed of 5G enables new application types and will greatly help the data exchange throughout the supply chain.

4. Risk management

If there is one thing that has become clear from the COVID-19 pandemic, it is that we are often too dependent on one link in the supply chain. If anything happens to this partner the entire supply chain is affected. This is exactly what western countries experienced being too dependent on low-wage countries for relatively cheap product manufacturing.

An underlying goal in technological developments like data analytics, automation and robotics is reducing risks. 'Supply Chain Resilience' is the concept of making sure you mitigate any risks in your supply chain wherever possible. For example, by selecting multiple business partners in different regions, to be able to quickly change the supply chain whenever needed. Data analytics is then used to provide insights to identify, analyse, manage and monitor any risks.

5. Green logistics

Reducing waste, recycling and the use of renewable energy are important trends for the future of logistics. An example of green logistics and sustainability is the use of LED lighting in warehouses (like a lot of Euro-Rijn Group companies do). This saves money and reduces emission. Another great illustration of green logistics is the use of energy management systems that use timers and sensors to monitor any activity to reduce the use of electricity, water and gas.

A big challenge in the future of container shipping is finding an alternative to fossil fuels. Recently we have seen the first electric container ship powered by lithium-ion batteries, which are the biggest individual batteries in the electric vehicle sector. In the near future we will see a steady increase in electronic vehicles used in the logistics industry. This will improve sustainability by reducing CO2 emission.

As opposed to a traditional linear economy, in a 'circular economy' resources are kept in use as long as possible, instead of being disposed after usage. Circular Plastics (a Euro-Rijn Group participation), for instance, creates packaging out of recycled plastics for its clients in the international flower and plant sector. ■



An eventful year for container transport

Containerization:
The past, the present and the future



Maersk Line containers in 1975

Just before the COVID-19 crisis, it was predicted that in 2020 the big shipping companies would end up in a price war, as one of the results of the many mergers in the previous years. But then a totally different kind of crisis began, as after China, more and more countries were confronted with the COVID-19 outbreak.

A brief history of containerization

Prior to the invention of the shipping container, all types of load would be handled manually by stevedores. Every single package unit was unloaded by hand (or crane) and carefully loaded in the next transportation mode.

The first successful container shipment company dates back to 26 April 1956. The entrepreneur behind this company was named Malcom McLean, who put 58 trailer vans (containers) aboard a refitted tanker ship. This ship was called the SS Ideal X. The introduction of the shipping container changed the tedious process of unloading ships by hand. The time it took to unload a ship went from multiple days to just one day because of the arrival of the shipping containers.

In the years after, the container shipment business kept growing and buyers and sellers recognised the potential of container shipping very early on. This led to international standards that paved the way for containerships to be used to transport goods between countries.

The container shipment industry greatly reduced the expense of international trade which in turn played a big part in globalisation. The container shipment industry made the world smaller because of the increase in accessibility and reduced cost.

In the 90s the container shipment industry changed when Asian countries entered the global market. In a short period of time the rest of the world became reliant on Asia regarding international trading.

Rearranging the market

The development of the shipping container was ground breaking and changed the world of logistics. In the decades that followed, containerization was further professionalised and standardised. Some shipping companies grew quickly while others didn't make it at all. In the last couple of years the industry has changed drastically. The large shipping companies set up partnerships and alliances to be even more competitive in the market. As a consequence some companies (even large ones like Hanjin Shipping) couldn't keep up and were forced into bankruptcy. Others were absorbed by means of acquisition or merger.

COVID-19 crisis

Just before the new mega alliances could start the anticipated price war, the COVID-19 crisis kicks off a global shortage of containers. Many containers were left unused at Chinese docks, because there was hardly anything to export as most Chinese factories closed down. As a consequence there were also too little containers arriving in Europe and other parts of the world.

Container shortages

The shortage then got bigger at the beginning of 2021 when the Chinese factories closed doors again for a short period of time. This time because of the Chinese New Year. To make things worse, in the end of March 2021, the container ship MV Ever Given was grounded in the Suez Canal for several days, causing a huge traffic jam. Again causing a disruption in the global flow of containers.

As China's production was recovering faster than other parts of the world, some companies even moved their manufacturing to China to be able to restart production as soon as possible. Resulting again in an imbalance in the container flow and overall capacity issues.

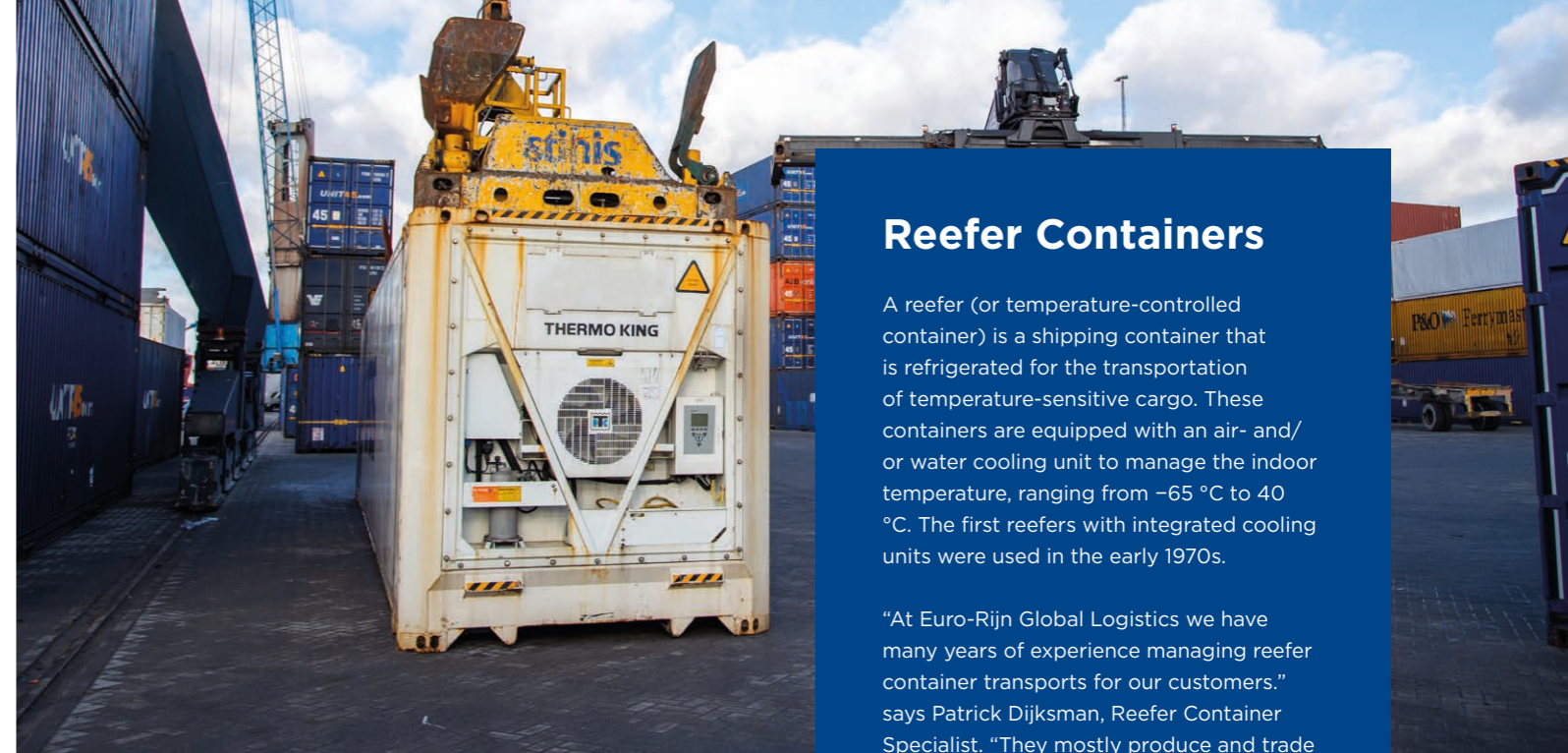


Malcolm McLean at Port Newark, 1957

Increased prices

One of the many negative consequences of the container shortages and the lack of shipping capacity is the price increase in ocean freights. After all, if a product or service becomes less available, the demand will drive up the price and at the end of the day logistics companies and their clients will pay the price.

The COVID-19 crisis made the shipping container industry realise its dependence on Asia. This led to many countries looking for alternatives, like nearshoring, especially for fast moving goods such as cosmetics and clothing. All with the goal of making western industries be less reliant on Asia in the future, in order to increase their flexibility and lower the risk of price volatility.



Reefer Containers

A reefer (or temperature-controlled container) is a shipping container that is refrigerated for the transportation of temperature-sensitive cargo. These containers are equipped with an air- and/ or water cooling unit to manage the indoor temperature, ranging from -65 °C to 40 °C. The first reefers with integrated cooling units were used in the early 1970s.

“At Euro-Rijn Global Logistics we have many years of experience managing reefer container transports for our customers.” says Patrick Dijkman, Reefer Container Specialist. “They mostly produce and trade foodstuffs like onions, potatoes, vegetables, cheese, chocolate and frozen fish. But we are also transporting pharmaceuticals or electronics that have to be preserved at certain temperatures.”

Euro-Rijn Global Logistics has built up a large customer base over the years. “We help our clients by setting up a supply chain in order to maintain a constant supply to their market. Our added value is that we make sure all operations run as smooth as possible, by mitigating risks and seizing market opportunities.” Patrick adds.

The technological developments regarding powering, monitoring and tracking of reefers (and shipping containers in general) are following each other up rapidly. Of course, the reefers temperature and moistness level is accurately monitored, but every single handling of the container, for example opening its doors, is being logged as well. So the operator can respond quickly in case of any issue. These technological developments will continue in the future.

Future outlook

It looks like the container shortage will be an ongoing issue in the near future. Unfortunately, shortage rates are forecasted to remain high throughout the year. However for the mid-range period, the capacity will increase since large orders for even bigger ships are placed at the shipyards in Asia by the ship operators.

The container freight shipping market will see some big changes in the upcoming years. In the future (container) terminals will be fully automated. At some terminals you can already find gantry cranes that are controlled remotely. Also, the processing of all related data will be automated. RFID tags contain all necessary information about container status and load, so all transactions will get registered automatically. This means that tracking the containers will become fully automated. But not only the way of tracking and registering the containers is evolving. The containers themselves are also evolving with the introduction of the so called “smart boxes”. The smart box equips the containers with self-weigh technology, sensor technology and connectivity. This technology will not only improve the handling and storage of containers, but will also benefit the safety of the containers.

1956

The world's first successful commercial shipping of 58 containers, by Malcom McLean (on the SS Ideal X)

1966

United States Lines started the first scheduled container service to Europe and in the same year the first container ship arrived in the port of Rotterdam

1973

The first overseas container reached China at Tianjin Port. This led to Asia entering the global market of international trading in the years after

2001

Malcom McLean died as the undisputed 'father of containerization'

2019 2020

China imposed a lockdown and Chinese factories and docks were shut down. This later resulted in a global container shortage

Global maritime container trade has been estimated to account for around 60% of all seaborne trade

Imagine you are an ice cream vendor and you have to work very hard throughout the entire year to sell your ice cream. Then somewhere in spring a heat wave occurs and suddenly a massive crowd gathers around your truck. They all want ice cream. Now. Although in reverse, this portrays the road salt business of Eurosalt quite accurately.

The unpredictable business of road salt

All hands on deck

On an average day at Eurosalt a regular flow of webshop orders is placed by customers. In the third week of February 2021 however, due to the sudden heavy snowfall, hundreds of orders came in via the webshop in just a couple of hours. The phones were ringing constantly and Eurosalt employees had to work overtime to keep up with the demand for road salt. Even Euro-Rijn Group CEO Albert van Ommen stepped in to support the sales desk.

Snowfall in April

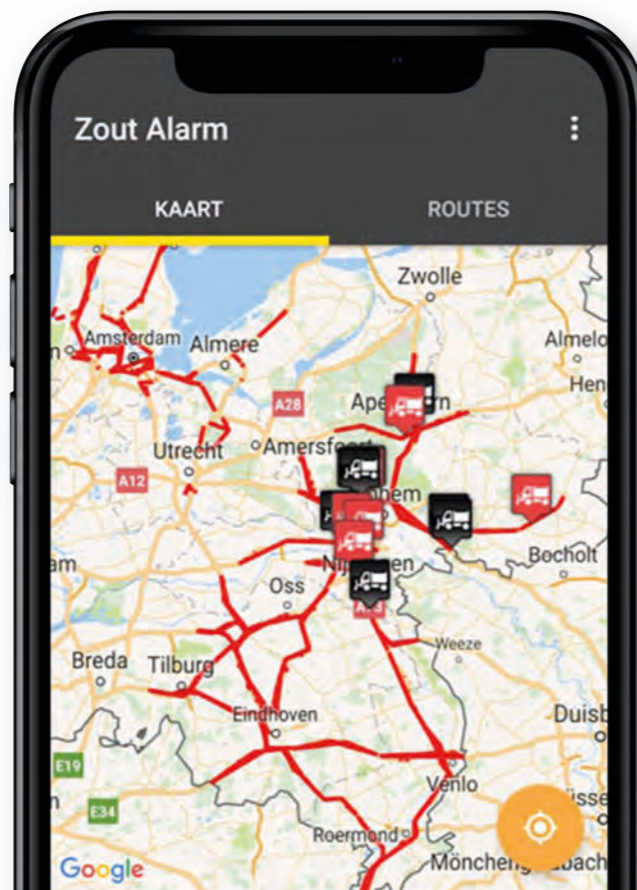
Due to climate change, weather conditions seem to be changing more rapidly and to more extremes. The Dutch winter of 2021 was a good example. In one week in February huge amounts of snow fell down. In just 3 days the Dutch Department of Public Works, responsible for winter maintenance on Dutch public roads and highways, had spread more than 100.000 tons of road salt. And of course, a large portion of this was supplied by Eurosalt, during the summer of the previous year.

Failing to plan is planning to fail

"We always point out to our customers the importance of preparation when it comes to road salt and winter maintenance. After all, you don't want to miss out on road salt when you need it." says Sven Heddes, General Manager at Eurosalt. The best practice is simply to build up road salt stock during the year, so it can be used instantly when needed. Because in practice, if you do not have a contract with a supplier and only order when a winter period arises, chances are that you are going to miss out. In addition, when your organisation

is organising winter maintenance itself, then it is of great importance to maintain and test equipment before the winter season starts. In this way you avoid any unpleasant surprises.

In the app "Zout Alarm" ("Salt Alarm") you can monitor how much road salt is being used by the Dutch Department of Public Works.



A customer specific approach

Eurosalt is not just a supplier of (road) salt. Over the years the company helped a lot of its customers with setting up the perfect infrastructure to organise winter maintenance. Eurosalt installed salt silos and brine plants for many organisations. "A nice example of a customer specific project that we are currently working on is a complete re-design of the salt storage facilities for a client in Amsterdam." says Sietze de Waard, Sales Manager at Eurosalt. "Together with our customer we start from a blank paper and sketch out the entire premise with the optimal locations for the installations." During this process, all kinds of prerequisites are being addressed. Like 'what is the ideal capacity for this storage location?' or 'for what maximum height of this silo can we get a permit?'.

"Eurosalt is the perfect business partner for this kind of projects. With decades of experience in road salt and winter maintenance we know exactly what is needed for a watertight plan for winter maintenance." Sietze concludes.

Other types of salt

Although Eurosalt's business all started with the trade of road salt, nowadays it sells a variety of salt types. With its products, ranging from feed-, food- and industrial salts to water softening tablets, Eurosalt serves customers in many different market sectors. For more information please consult the Eurosalt website.



eurosalt.nl



An example of a silo used for the storage of road salt, built by Eurosalts partner Polem.

For any questions regarding Eurosalt contact us via:

+31 168 393 200
s.dewaard@eurosalt.nl



eurosalt
Experienced salt traders

We bring business forward



From lifting forks to forklifts

Recruiting new talent in a time of crisis

For any questions regarding this new initiative contact us via:

+31 168 334 324
c.deceuster@eurorijnxl.com



“Yet another former catering worker. Just put it on the pile again.” Camille recalls countless times of applicants being declined for not having any experience in logistics. “Although they seemed eager to work we have always had the policy our new employees need some basic level of logistical expertise, but especially in a time of crisis you have to be creative”.

Recruiting new talent

HR Manager, Camille de Ceuster, is responsible for the recruitment of new talent at Euro-Rijn XL Logistics, a logistics service provider for large retailers. At such a large company, with hundreds of people working every day, a lot of time is spent on finding the right new employees. Being located in logistics hub Moerdijk, where dozens of logistics companies compete for the same logistics talents, makes recruiting even harder. So why turn down people that might be highly motivated and eager to learn?

Re-education

At the huge warehousing facilities Euro-Rijn XL Logistics operates (approximately 200.000 square meters), hundreds of dedicated employees work hard every day to make sure the customers products are distributed on time. Maintaining a large workforce like this requires an efficient recruitment plan that benefits from having a strong employer brand. After all, people like to work at a company they are proud of and often act as company ambassadors if they do, which will in turn reduce the efforts needed to attract new employees. Together with external partners a plan was set up to re-educate people coming from other market sectors, like hospitality.

Hybrid Learning Environment

The logistics hub Moerdijk has everything necessary to serve as the perfect learning ground for students that need practical experience to develop necessary logistics skills, not learned in classrooms. Euro-Rijn XL Logistics setup a 'Hybrid Learning Environment', where new employees learn the job in practice.

This new platform gives candidates that do not possess a high enough level of logistical expertise, the chance to develop themselves by combining work and learning on the job. They can work towards getting their forklift- and reach truck licenses while working at Euro-Rijn XL Logistics. If the new employees develop themselves well enough they get offered the chance to get a permanent contract. ■

Company overview

Transport & Logistics

Euro-Rijn Global Logistics B.V.

All-round logistics service provider for metals and alloys, bulk products and general cargo.

eurorijn.com
+31 168 393 250

Euro-Rijn Deutschland GmbH

Logistics service provider for clients with operations in Germany.

eurorijn.com
+49 2066 205 00

Euro-Rijn XL Logistics B.V.

Specialist in large scale logistics services for non-food retailers.

eurorijnxl.com
+31 168 334 324

Euro-Rijn XL Logistics Breda B.V.

Specialist in large scale logistics services for food retailers.

eurorijnxlbreda.com
+31 76 303 8150

Euro-Rijn XLM Logistics B.V.

Logistics service provider for non-food retailers.

+31 168 334 325

Euro-Rijn Quality Services B.V.

Specialist in quality control services by taking samples from the clients warehouse.

+31 76 303 8150

Euro-Rijn E-fulfilment B.V.

Logistics service provider for e-commerce businesses.

+31 168 334 324

Euro-Rijn Italia Srl.

Logistics service provider for clients with operations in Italy.

+31 168 393 250

Euro-Rijn Financial Services B.V.

Specialist in providing capital to finance your commodity trading.

+31 168 393 201

Euro-Wine B.V.

Specialist in the storage, distribution, import and export of beer, wine and intermediate products.

eurowine.nl
+31 168 393 200

Independent Commodities Logistics B.V.

LME-certified all-round logistics service provider for base metals.

commoditieslogistics.com
+31 168 820 070

Independent Transport Logistics B.V.

International forwarder specialised in providing road transport within Europe.

itlbv.com
+31 168 393 275

Multi Cargo Logistics B.V.

Logistics service provider for the storage and handling of raw materials.

mclbv.com
+31 168 820 050

Rotterdam Polymer Hub B.V.

Logistics service provider for polymers and chemicals in general.

rtmpolymerhub.com
+31 168 393 115



Real Estate

Euro-Rijn Real Estate B.V.

Investor and developer of future-proof properties for the logistics sector.

+31 168 393 201

Participations

BSR Van Uden Stevedoring B.V.

Stevedoring company specialized in the storage and transshipment of bulk goods and general cargo.

bsrvus.com
+31 10 476 0171

CargoSnap B.V.

Service provider for documenting Proof of Conditions.

cargosnap.com
+31 30 808 0480

Circular Plastics B.V.

Developer of various sustainable circular packaging and transport solutions.

circular-plastics.com
+31 297 - 380 300

Combined Cargo Warehousing B.V.

Logistics service provider for many types of packaged products.

+31 168 385 333

Firefly B.V.

Innovative company offering sustainable lighting solutions.

firefly.online
+31 85 303 8696

Gladheidsbestrijding Amsterdam District B.V.

Provider of winter maintenance services in the 'Great-Amsterdam' region.

strooien.nl
+31 85 006 4605

Gladheidsbestrijding West-Brabant B.V.

Provider of winter maintenance services in the Moerdijk region.

strooienwestbrabant.nl
+31 168 393 200

GMR B.V.

Nationally operating provider of winter maintenance services.

strooien.nl
+31 85 006 4605

Libra Shipping B.V.

Ship broker and ship agency specialised in coastal shipping.

+31 180 441 152

Overslagbedrijf Moerdijk B.V.

Provider of transshipment and storage services of bulk goods in particular.

obm.nl
+31 168 325 881

SRG International B.V.

Logistics service provider for the food and non-food retail sector.

srgi.eu
+31 165 315 555

Staffyou B.V.

Innovative company providing a digital platform for staffing.

staffyou.nl
+31 621893888



Salt Trade

Eurosalt Handelmaatschappij B.V.

Experienced supplier of over 150 types of salt.

eurosalt.nl
+31 168 393 200

Eurosalt GmbH

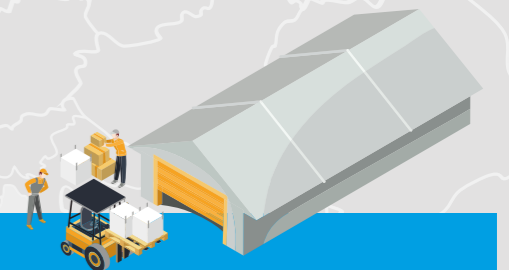
Experienced salt supplier for the German market.

eurosalt.de
+49 2066 205 00

Eurosalt Winter Services B.V.

Specialist in winter maintenance of roads for, amongst others, industrial companies.

winterservices.nl
+31 168 393 200



Introducing our new companies



Euro-Rijn Real Estate: **We understand logistics buildings**

With more than 40 years of experience as a logistics service provider, we know better than anyone the requirements logistics properties need to meet. We use this expertise to develop future-proof projects for the logistics sector. We exclusively opt for sustainable developments where quality and appearance are paramount.

“Euro-Rijn Real Estate develops warehouses, depots and office space for the logistics sector. The combination of our financial expertise, knowledge of sustainable (logistics) real estate and a keen eye for the needs and requirements of the market make us a one of a kind player in the real estate sector.” Ard de Keijzer, Managing Director of Euro-Rijn Real Estate B.V.



Euro-Rijn Financial Services: **Invest with confidence**

In today's banking environment, it is increasingly difficult to obtain capital for trade finance. Euro-Rijn Financial Services B.V. offers an alternative by financing goods stored in the warehouses of the Euro-Rijn Group companies.

“With years of experience in the commodity sector, we guarantee our customers quick and timely access to working capital, help them develop their business and make them more resilient to market volatility.” Stefan Riemens, Trade Finance Consultant.



Euro-Rijn Italia Srl: **Further international expansion**

Euro-Rijn Group expands its international activities with the establishment of Euro-Rijn Italia Srl. Based in Marghera, near the Port of Venice, this sister company of Euro-Rijn Global Logistics provides logistics services for manufacturers and traders mainly active in the metals industry.

Italy has always been a highly industrial country relying heavily on the import of raw materials and the export of manufactured goods. The Port of Venice is the only terminal in Italy connected to the inland waterway network and therefore makes it a perfect gateway to the rest of Italy and an excellent business location for Euro-Rijn Italy Srl.

“With our network of agents, carriers and other partners we connect our Italian customers to the rest of the world.” Arthur Boer, Managing Director of Euro-Rijn Global Logistics B.V. and responsible for Euro-Rijn Italia Srl.



Euro-Rijn E-fulfilment: **Reliable webshop logistics**

E-commerce was already a very fast growing industry, but of course the pandemic has accelerated its growth even more. Euro-Rijn Group can now also serve e-commerce businesses with our new group company Euro-Rijn E-fulfilment B.V.

From its storage facilities in Moerdijk Euro-Rijn E-fulfilment specialises in managing logistics and order fulfilment for e-commerce businesses. Every day thousands of (valuable) items, mainly intended for the consumer market, are handled.

“With Euro-Rijn E-fulfilment we manage the entire logistics operation for our customers, so they can fully focus on the commercial side of their e-commerce business.” Peggy Kakebeeke, General Manager of Euro-Rijn E-fulfilment B.V.

Are you looking for logistics property or investment opportunities? Please contact us for more information. ■

+31 168 393 201
a.dekeijzer@eurorijn.com



Are you looking for capital to finance your commodity trading? Please contact us for more information. ■

+31 168 393 201
s.riemens@eurorijn.com



Are you looking for the perfect business partner to manage your logistics in Italy? Please contact us for more information. ■

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Are you looking for a reliable partner to take care of your webshop logistics? Please contact us for more information. ■

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p.kakebeeke@eurorijnxl.com



Meet Michiel Hoefnagels

As Euro-Rijn Group keeps on rapidly growing its business, managing all operations centrally and with a clear overview becomes increasingly important.

That is why Michiel Hoefnagels joined Euro-Rijn Group as Operations Manager. As of April 1st he is managing the commercial and operational activities of all companies in the logistics group, while bringing some rejuvenation to the Euro-Rijn Group management team at the same time. Michiel introduces himself:

“While studying in Rotterdam my interest for the vibrant port and logistics activities surrounding the city increased. After taking my first career steps in logistics real estate I wanted to get more involved in the physical movement of goods. At my previous employer I gained experience in the field of logistics and was able to take on commercial and operational activities of the logistics companies within the group. Here I also got involved in the world of metals and first came across Euro-Rijn Group.

When Albert approached me to join Euro-Rijn Group I was intrigued by the rapid growth, entrepreneurial spirit and ambition of the group. With the same spirit

and ambition I took on the opportunity to join the company in this new management role. In this position I am involved in a wide variety of activities and get to interact with almost every part of the company.

Since I joined Euro-Rijn Group no day has been the same. And although every business has its own characteristics the family atmosphere and ‘get things done mentality’ is the same throughout the group. For me this is the perfect environment to contribute to the further growth of Euro-Rijn Group. Let’s bring business forward!” ■



Michiel has been assigned the important task to stimulate further growth for the Euro-Rijn logistic companies operations. If you want to connect with him you can contact Michiel via phone or email:

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m.hoefnagels@eurorijn.com

“I was impressed by the rapid growth, entrepreneurial spirit and ambition of the group.”





We bring business forward

Euro-Rijn Global Logistics:

Joining forces

Dick Huijgen, former Director of Scheepvaart-onderneming Euro-Rijn, explains: "We have always worked closely together to be able to provide our customers the best service possible. Merging our businesses at some point in time, always looked inevitable." And indeed, to many it came as no surprise that the two companies were merged to combine their strengths.

"Because we run our operations more efficiently Euro-Rijn Global Logistics can now serve our customers even better." Arthur Boer, former Director of Euro-Rijn International adds. "For all our customers and business partners in practice nothing has changed. Customers will keep the same contact person and can expect the same high level of service and expertise they are used to."

An outlook

Euro-Rijn Global Logistics recently expanded to Italy with Euro-Rijn Italia Srl. Euro-Rijn Global Logistics is now looking to expand to more countries around the world to further improve the company's international presence. Also, we will keep on developing new propositions for our customers, like we did with our solution for minor metals logistics recently.

At your service

Euro-Rijn Global Logistics is your expert in storage, processing and distribution of ferro alloys, concentrates, scrap, pig iron, metals, bulk and general cargo. As a logistics service provider, we have decades of experience in maritime and inland shipping. Our specialists always know how to find the best logistics solution for you. With our international network of agents, carriers and other partners, we make every destination in the world accessible to you. ■

Contact us via:

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After many successful years of operating as individual businesses, Euro-Rijn International and Scheepvaartonderneming Euro-Rijn have joined forces. The two businesses have been merged into the new company named Euro-Rijn Global Logistics B.V., referring to the international character of its logistics operations.

When it all started

Back in 1979 Scheepvaartonderneming Euro-Rijn was the company which started the Euro-Rijn Group. Scheepvaartonderneming Euro-Rijn is specialized in maritime and inland barging and the forwarding of general goods and project cargoes. It is also an expert in managing the transport of temperature controlled commodities and perishable goods.

International expansion

In 1992 Euro-Rijn International was founded to further improve the company's international presence. Euro-Rijn International quickly became the expert in forwarding, warehousing and processing of ferrous alloys, non-ferrous metals and other metal related products.



Combining Strengths

We bring business forward



Partnerships

Indispensable in times of heavy competition

In the early Monday morning of 19 October 2020 the coaster ship 'Manisa Kristin' arrives at the Port of Moerdijk. It contains a load of extra fine rock salt coming from overseas salt mines. At the 40.000 square meters area at OBM North, a Euro-Rijn Group participation since 2017, the cranes are working hard to discharge the ship. Of course, the salt is intended for trading by Eurosalt, but the door-to-door transport is arranged by Euro-Rijn Global Logistics. A perfect example of partnership and collaboration.

The Euro-Rijn Group eco system

The diversified character of the Euro-Rijn Group companies is what makes us both unique and flexible at the same time. The various services that our companies offer complement each other perfectly. In order to provide our customers with the best possible service we are always searching for ways to expand our service portfolio. We look for collaborations outside of the Euro-Rijn Group eco system as well. We partner up with the best businesses we can find in their area of expertise or region of business location.

Cooperating as a family

Another great example of collaboration is the one between Euro-Rijn Group, Combined Cargo Terminals

(CCT) Moerdijk and Euro Nordic. CCT Moerdijk is known for its shortsea-terminal and Euro Nordic takes care of transportation, storage, customs facilities, distribution and more. almost 70% of all the shipping volumes regarding containers in Moerdijk get handled by the three companies.

Euro-Rijn Group and the other two parties started the combined firm: Combined Cargo Warehousing (CCW) to combine their strengths and cooperate like a family business. "In logistics, sustainable collaborations are very important." says Albert van Ommen, CEO of Euro-Rijn Group. An example of this is MCT's empty depot which is part of CCT Moerdijk. Shipping companies can store their empty containers in this depot. This prevents the companies from unnecessarily transporting empty containers.

Albert van Ommen and Kees Groeneveld, CEO of Euro Nordic, are working together on more projects as well. They both started Multi Cargo Logistics, a company that handles the food, feed and pharma sectors through storage, transshipment and supply. They were also involved in the start of CargoSnap. CargoSnap takes care of the storing and sharing of data related to goods, transfer terminals and storage and distribution centres.

Why your company should partner up as well

In a world where markets are getting increasingly competitive, it is crucial to tailor your services to a specific market niche's needs in order to maximise quality and service levels. After all, you cannot be the best at everything.

1. Make sure you focus on your core business and partner up with the best companies to outsource your secondary activities. For example, your logistics process. The main advantage is that you can ensure your customers high service and quality levels while minimizing operational risks, by for example, avoiding the need to keep inventory.
2. Look for partnerships in order to extend your product portfolio or upgrade existing products. You will benefit from having more options to include in your customer offerings and position yourself to be a flexible service provider. Besides that, including more options in your propositions will make your product stronger and will increase customer satisfaction.

We are always open to productive collaboration

At the Euro-Rijn Group each company has its own expertise and serves a certain niche. The main benefit of working in a group is being able to setup

collaborations quickly. Furthermore we join forces with third parties to setup strong business networks and supply chains. As a result our companies are able to provide comprehensive solutions. Something that is a big advantage when dealing with the increasingly strong market competition.

We are always open to setting up new productive collaborations. We are used to grow together with our partners and we value long term relationships. If you see any fit with your business and Euro-Rijn Group, do not hesitate to contact us to discuss the possibilities. ■

Contact us via:

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Quality, safety and security at Euro-Rijn Group

Euro-Rijn Group companies are frequently working with valuable or dangerous goods, for which many measures are taken in order to safely store or transport these goods. In addition, our customers expect a high level of quality when doing business with Euro-Rijn Group companies. As proof of our quality and service levels we use many (inter) nationally acknowledged standards and certifications.

Moerdijk as safe haven

Many Euro-Rijn Group customers are producing or trading high value products. Therefore it is of utmost importance that we store and handle these goods carefully and safely. Compared to the ports of Rotterdam and Antwerp the Moerdijk port area has a proven higher level of security. With CCTV cameras covering all roads and entrances it is impossible to enter the terrain unnoticed. This helped ICL, a logistics service provider for base metals, getting LME-certified. A necessity for its target market, but unique in the Moerdijk region.

The Moerdijk Port authority works with various regional and national safety partners. Including a professional fire brigade, smart enforcement policies and a modern communication centre. This makes Moerdijk one of the best secured ports in The Netherlands.

“We want to excel in safety at Moerdijk.” explains Ferdinand van den Oever, CEO of Port of Moerdijk. “Not just because the government prefers it this way, companies request it themselves. The Port has several focus points regarding safety and participates in a comprehensive program that includes different regional and national safety partners.”

Constant improvement

Eurosalt, part of Euro-Rijn Group, has launched many initiatives over the years aimed at optimizing product quality and service levels. For example, a complaint service was set up, whereby every complaint (fortunately only a handful yearly) is registered in a specific database. The complaints are then analysed in order to find the best solutions and to satisfy the customer, but also learn to avoid these complaints in the future. Eurosalt's comprehensive product administration allows them to back trace the entire supply chain to easily find the origin of the product and all additional information regarding the product.

Safeguards and certifications

The quality of our high service levels can be proven by our standards and certifications. Euro-Rijn Group and many of the group companies received an ISO 9001 certificate as proof of their high quality service. An ISO 9001 certification is defined as the international standard that specifies requirements for a quality management system. In order to receive this certification a company has to consistently provide products and services that meet customer and regulatory requirements.

In a lot of markets certain certifications are standard practice. Many examples exist in the food industry, where in order to comply with customer demand, many inspections and registrations are required. “At Multi Cargo Logistics (MCL) we store organic sugar for marmalade and caramel factories. We work according to multiple standards and certifications, like SKAL (for organic products) and GMP (Good Manufacturing Practice), in order to be allowed to store and handle these types of products.” says Ronald Hompus, General Manager at MCL.

Specific requirements

We bring business forward. The Euro-Rijn Group companies are always looking for ways to improve their quality and service levels, in order to serve our customers even better.

Please contact us if you have any specific requirements or questions regarding safety, health or product quality. ■

Contact us via:
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Going the extra mile

The Euro Rijn Group companies are known for their high service levels and personal approach.

Value added services

The Euro-Rijn Group companies are known for their high service levels and personal approach. Always trying to find the best solution for their customers, whatever it takes. Often our customers need more than solely the transporting or storage of their goods. Here we share some examples of rework and other value added services we offer.

Reworking your product

There are many scenarios imaginable where a product needs reworking. A good example is the replacement of a product manual or power plug, based on the country of destination. Virtually all Euro-Rijn Group companies are capable of performing these kind of reworks, with some even offering more complex reworking operations. At Multi Cargo Logistics (MCL) for example, a customer once requested replacing motherboards in computer monitors prior to shipping. Ronald Hompus, General Manager explains how MCL addressed this request: "For this specific task, workstations were setup to create a temporary assembly line and speed up the process. This resulted in a very satisfied customer."

Creating product displays

Another excellent example of how Euro-Rijn Group companies always go the extra mile for their customers can be found at Euro-Rijn XL Logistics. As a specialist in retail logistics they are often asked to modify products or package units. A common use is the

creation of product displays, to promote items in the shop. "We unpack individual products and setup the displays according to the needs of our customer. After every product item is carefully placed, the displays are loaded on a pallet for further distribution." General Manager Bas Gäde elaborates on the process at Euro-Rijn XL Logistics Breda, specialist in food retail logistics.

Processing and repackaging

Crushing, screening, mixing or blending of your product; you name it, we can do it. We have decades of experience in processing raw materials for industrial companies. Ranging from ferrous alloys to food and feed ingredients and even all kinds of salts, we can process a large variety of materials and goods. Of course, we also pack your processed products exactly as you require.

"Our crushers and screeners at Euro-Rijn Global Logistics are capable of processing a lot of products, like ferrous alloys, non-ferrous metals, concentrates, minerals and even glass. With this advanced machinery we can crush and screen your product to nearly any desired fraction." Managing Director Arthur Boer describes their crushing and screening services.

For food- and feed producers ingredients are mixed at the Multi Cargo Logistics facilities. This way, we help our customers in these industries to optimize their supply chain and save costs. Products are mixed and released exactly on demand, to avoid any disruption in the logistics planning and at the same time prevent any product waste.

We bring business forward

With our portfolio of value added services we can provide our customers with comprehensive logistical solutions and help them bring their business forward. We are always passionate about finding creative ways to provide our customers with the perfect solution, so do not hesitate to reach out if you have any specific requirements. ■

Contact us via:
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A work day in the life of...



Veronique working at Euro-Rijn Global Logistics.

We interviewed Veronique Hensen-Rijken and Nick van Eekelen and asked them what it is like working at Euro-Rijn Group. Veronique has been working as a Logistics Administrative Assistant at Euro-Rijn Global Logistics for 2.5 years and Nick has been working as a Supervisor at Euro-Rijn XL Logistics for 3 years.

What does your job entail?

Veronique: My job has a lot of diversity. The work mostly consists of weighing trucks and monitoring the trucks that enter and leave the warehouse. But I also pick up the phone, reply to emails, assist with the planning process and do administrative work.

Nick: My job consists of a variety of different responsibilities. I am responsible for the inbound and outbound and make sure all the processes run smoothly. I also arrange the planning every week and communicate with employment agencies to recruit and plan temporary workers.

What made you choose this job?

Veronique: I used to work as a hairdresser but because of health reasons I had to search for a different job. I then started working at a warehouse and used to drive forklift trucks. I really liked the logistics side of this work, so I then started working as an order picker. After working these jobs I wanted to use this experience in a more administrative role. Because of my determination and ability to grow, Euro-Rijn Group offered me the chance to work in this role. I obtained several certifications and further developed myself. I am currently very happy at this position.

Nick: I started working in logistics at a young age and became a foreman at the age of 19. Because I felt like I had gained a lot of trust in a short amount of time I decided to develop myself and I started a training to become a team leader. In my time here I kept growing and became a supervisor.

What makes your job interesting?

Veronique: Definitely my colleagues. Obviously we do a very precise and serious job, but we do it with a smile because of the great working atmosphere.

Nick: The diversity of activities and the fact that every day is different than the one before. I also think that the responsibility I have as a supervisor makes my job very exciting and fun. There is a lot of room to develop yourself here. In only 2.5 years I have grown to be a supervisor at this company. If you work hard at Euro-Rijn Group there is definitely potential to keep developing yourself and grow within the company.

What quality do you think is important in your position?

Veronique: I would say there is more than one specific quality essential to perform this job. It is really important to be accurate, calm and stress resistant. It is also important to work fast and to be able to handle the stress during busy moments.

Nick: I would say the ability to work in a very dynamic environment and the pressure that comes with it.

What is the working atmosphere like at your job?

Veronique: Really nice! I always say "treat others the way you like to be treated" and in our team everyone treats each other with respect and friendliness. This way we create a great working atmosphere for ourselves and others.

Nick: Even though we work with so many different people it still feels like a family. We all work together really well and the communication between co-workers is great.

How do you feel about Euro-Rijn Group as an employer?

Veronique: Euro-Rijn Group gives me the ability to grow within the company. So I am very happy with my employer. Right now, for example, they give me the ability to develop myself and grow to become an assistant forwarder and eventually even a full forwarder.

“There is a lot of room to develop yourself.”

Nick: Euro-Rijn Group takes good care of its personnel. For example, we will get things like ice cream in this hot summer or fruit during our breaks. Sometimes we will also get lunch or dinner. Because of things like this I think Euro-Rijn Group is a very caring employer.

What is the best work advice you have ever received?

Veronique: I was 22 years old when I started working for Euro-Rijn Group so I have received a lot of great advice throughout my time here. I'd say the best advice I have gotten is "trust yourself".

Nick: "Think before you speak". Sometimes I can be a little bit too outspoken and I received the advice to think first and then react.

Where do you see yourself in 10 years?

Veronique: In 10 years I would like to work as an assistant forwarder. This so I can help out the manager and director.

Nick: I still see a lot of potential to develop myself here. I do not have anything concrete in mind, but I would like to work as a logistics manager or operational manager in the future.

What does a typical day look like at your job?

Veronique: Because of the variety at my job it is hard to explain my typical day. No day is ever like the other. For example one day I could be getting calls all day long and the other day I would get no calls at all, but I have to handle the registration of 30 trucks that enter or leave the premise. Because of the many different logistic processes my job has a lot of variety.

Nick: The days here are very different from each other. This diversity in my work makes it so there's no typical day. My days mostly consist of making sure all the processes run smoothly. This means controlling the inbound and outbound containers and creating a planning for the next week while making sure everything goes according to plan. I also stay in contact with employment agencies to make sure the right people work in the right teams, and I ensure the internal communication runs smoothly as well. All in all my days are very busy with a lot of different activities.

What would you say to people considering applying for a job at Euro-Rijn Group

Veronique: I would say Euro-Rijn Group is a great employer and we work in a great team. You have to work hard and learn the different aspects of the work we do here, but once you do, it is a nice and fun work environment.

Nick: I would say go for it. It's a nice company with a 'family feel' to it. You never get bored here and you really get valued for the work you do. There is also a lot of room to develop yourself and grow within the company. ■

Euro-Rijn Group is constantly looking for ways to provide our customers with the exact type of logistics service they require. In this context we share with you some recently developed new services.

In the spotlight

Products and services



Minor Metals

Euro-Rijn Global Logistics has decades of experience in the metals sector. Providing logistics services since the early nineties, we have gained a lot of knowledge regarding a broad range of metals.

We now also handle the storage, transportation and processing of minor metals. In recent years the minor metal market has grown rapidly, mainly due to the increasing need of minor metals like cobalt to be used in batteries for cars, phones and laptops and europium for use in computer monitors and medical research.

Halyard Risk assessed the operational procedures at Euro-Rijn Global Logistics and made an inventory of the level of security. With their help, we have become a new partner for traders and producers in the minor metals market. We now offer comprehensive logistics services due to significant investments in our level of security and strict handling procedures.

Euro-Rijn Global Logistics has a dedicated warehouse for the storage and handling of minor metals with:

- a comprehensive CCTV system
- 24/7 security
- a vault for the storage of high value minor metals
- screened staff members

We are located in the Port of Moerdijk, which is known for its high security level:

- closed terrain during nights
- registration of all in and out coming traffic
- CCTV network within the entire port area

If you have any questions about our offerings for companies in the minor metals sector, contact our sales department.

Contact us via:
+31 168 393 201
info@eurorijngroup.com

Base Metal Scrap

Metal is the most recycled material and is therefore a perfect example of the new 'circular economy'. Metal scrap is worth money. Independent Commodities Logistics (ICL) handles the storage and transportation of base metal scrap. We have many years of experience in organising logistics for our customers that are trading metal scrap.

Hans Cleton, Managing Director of ICL explains the logistics process for metals scrap products, explains:

"We take care of the entire logistics process regarding your scrap metals. The scrap metal is unloaded when it arrives in the port of Moerdijk. We then store it in our modern warehouses, under exactly the right conditions. We then distribute the scrap metal at the exact time the customer demands, packaged according to their requirements. This way, they can fully focus on their companies core activities."

Some examples of metal scrap with which we have experience are:

- stainless steel
- aluminium scrap
- copper scrap
- computer scrap

If you have any questions about our offerings regarding base metal scrap, contact Hans via phone or email:

+31 168 820 070
hans.cleton@
commoditieslogistics.com



PowerMelt

Every winter season we get overwhelmed with news of traffic incidents because of snow and slippery roads. Eurosalt is constantly looking for ways to innovate in the use of road salt to attack these problems. PowerMelt is a type of road salt created with the goal of preventing these types of incidents.

“The issue is that you need to take action very quickly. Not all types of road salt are suitable for this. Every type of road salt has a very specific composition which will determine how effective it is in specific situations. PowerMelt is definitely a highly recommended type of road salt when you are looking for a direct but also long lasting effect” says Sven Heddes, General Manager of Eurosalt.

PowerMelt is a road salt mixture consisting of a large proportion of sodium chloride completed with calcium chloride. This combination ensures that it can be used at much lower temperatures. Because of the calcium chloride. PowerMelt is extremely effective in ensuring a fast lowering of the freezing point which is necessary in dealing with slippery roads. ■



If you have any questions about our offerings regarding PowerMelt and other road salts, contact Sven via phone or email:



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**We bring
business
forward**

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