

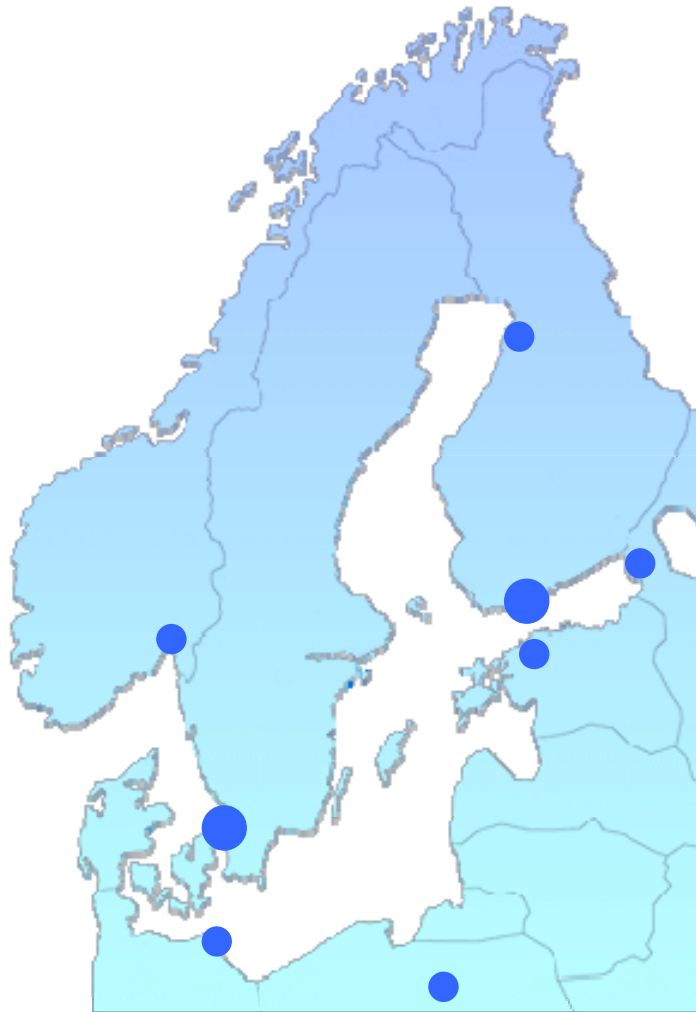


TANKTRANSPORTDAGEN 2009
ECTA och kemikalietransporter i
Europa,
Sven-Åke Sleth,
Haanpaa



Welcome to
Haanpaa Group

Leadership • Reliability • Proactivity



HAANPÄÄ GROUP

FINLAND
SWEDEN
ESTONIA
NORWAY
RUSSIA
POLAND
GERMANY

LOCATIONS

SWEDEN

Sollentuna, Tankcleaning
Perstorp, Tankcleaning
Kvarntorp, Tankcleaning
Helsingborg, Office

RUSSIA

St. Petersburg
Moscow

FINLAND

Oulu
Hamina
Helsinki (HQ)

POLEN

Bierun

NORWAY

Fredrikstad
Lilleström

ESTONIA

Tallinn

GERMANY

Lübeck

History of Haanpaa Group

- Haanpää was founded in 1949 by Jussi Haanpää in the northern part of Finland. The first fuel tank-trailer was acquired 1969 and 3 chemical tankers in 1976 and the base of the company started.
- A number of take-overs where followed during 80's and 90's and in the end 90's ADR Transport in Sweden, with subsidiary in Norway, was acquired and ADR Haanpää was created.
- During the 90's own subsidiaries where started both in Estonia and Germany.
- During the time 2002-2004 the company continued to growth organically and by acquisitions.
- 2004 the first subsidiary in Russia, St. Petersburg was started.
- 2005 the company was sold to Pamplona Ltd, the main owner of the company today.
- 2007 the company started developing a subsidiary in Moscow, Russia.
- 2008 ADR Haanpää joined forces with Eurotank AB, Sweden, and Haanpaa Group was founded.

Facts and Figures about Haanpaa Group

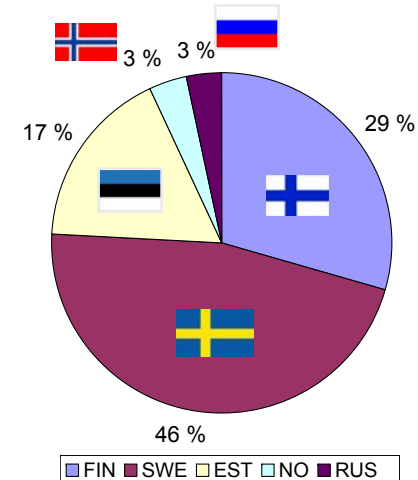
Customers

- More than 300 customers
- All the main chemical brands are serviced



Personnel

- 563 people



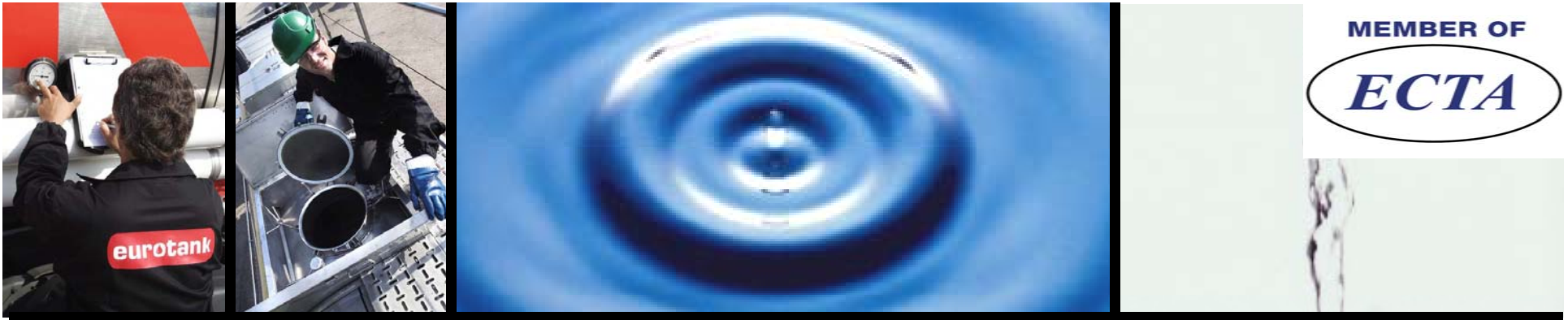
Supply Chain

- 400 trucks in Baltic RIM + Russia region (equals some 6,000 ktons/annum capacity)
- Hazardous/non-hazardous liquid chemicals
- ISO/ SQAS (CEFIC) / GMP+ Certified
- Two main offices; Vantaa and Helsinborg and six satellites in Finland, Estonia, Norway and Russia
- Full scope of logistics services with the network of partners and alliances

Haanpaa Group Services

- Road tankers
 - Single and multi compartments
 - Loading capacity up to 40 tonnes or 60 cbm
 - Chemical and Lube Oil tankers
 - LPG/Gas tankers
 - E-services
- Logistics Liquid PRO™
 - Tailor Made 3rd party Supply Chain solutions
 - Tank storage
 - Container and IBC storage
 - Tank monitoring
 - e-services
 - Logistics Consulting
- Container Services
 - Alliance with BTT





policy

- Quality – ISO 9001:2000 Certified
- Environment – ISO 14001 Certified
- Safety/Health – SQAS Assessment
- Cleaning – GMP+ Certified



HAANPAA
Liquid Logistics

eurotank



products

- Hazardous chemicals
- Non-hazardous chemicals

Example of chemicals:

- ✓ Acids
- ✓ Alkali
- ✓ Flammable Solvents
- ✓ Sodium Chlorites
- ✓ High Temperature chemicals



products

- Hazardous chemicals
- Non-hazardous chemicals

Example of chemicals:

- ✓ Latex
- ✓ Emulsions
- ✓ Fatty Acid
- ✓ Lubricants
- ✓ Glue
- ✓ Hardener
- ✓ Print Ink
- ✓ Polyols



European Chemical Transport Association

Presentation by Sven-Åke Sleth, Board Member, ECTA

27th March 2009,

HISTORY OF ECTA

- At the end of October 1997, Europe's chemical hauliers formed the European Chemical Road Transport Association (ECRTA) during the 24th Logistics Meeting in Barcelona organised by the European Petrochemical Association (EPCA).
- The purpose was to provide a platform for representing their interests in discussions with both international regulatory bodies and major chemical producer associations.
In addition to the carriage of chemicals by road, it was decided that ECRTA would rapidly provide strong support for the intermodal transport of such goods.
- Since then, the name has been changed to European Chemical Transport Association (ECTA), to reflect the fact that all modes of transportation (including rail and inland waterways) are represented.

SOME WELLKNOWN ECTA MEMBER COMPANIES

ALFRED TALKE GmbH & Co. KG

ANNEBERG TRANSPORT A/S

BERTSCHI AG

BLOMQUIST BULK CARGO A.S.

DE RIJKE GROUP

DEN HARTOGH LOGISTICS B.V.

DHL FREIGHT EUROPE

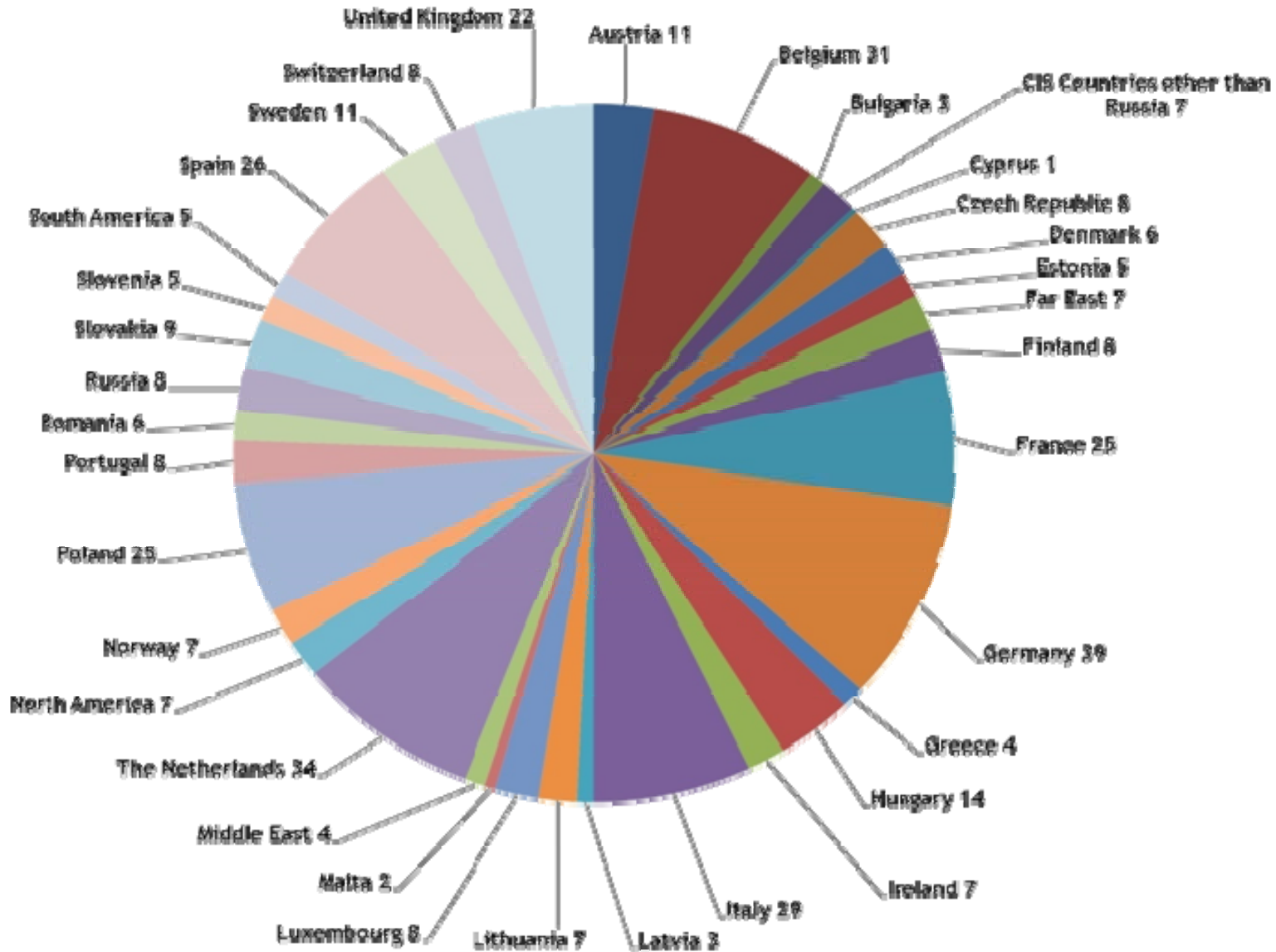
DSV ROAD GmbH

HAANPAA AB

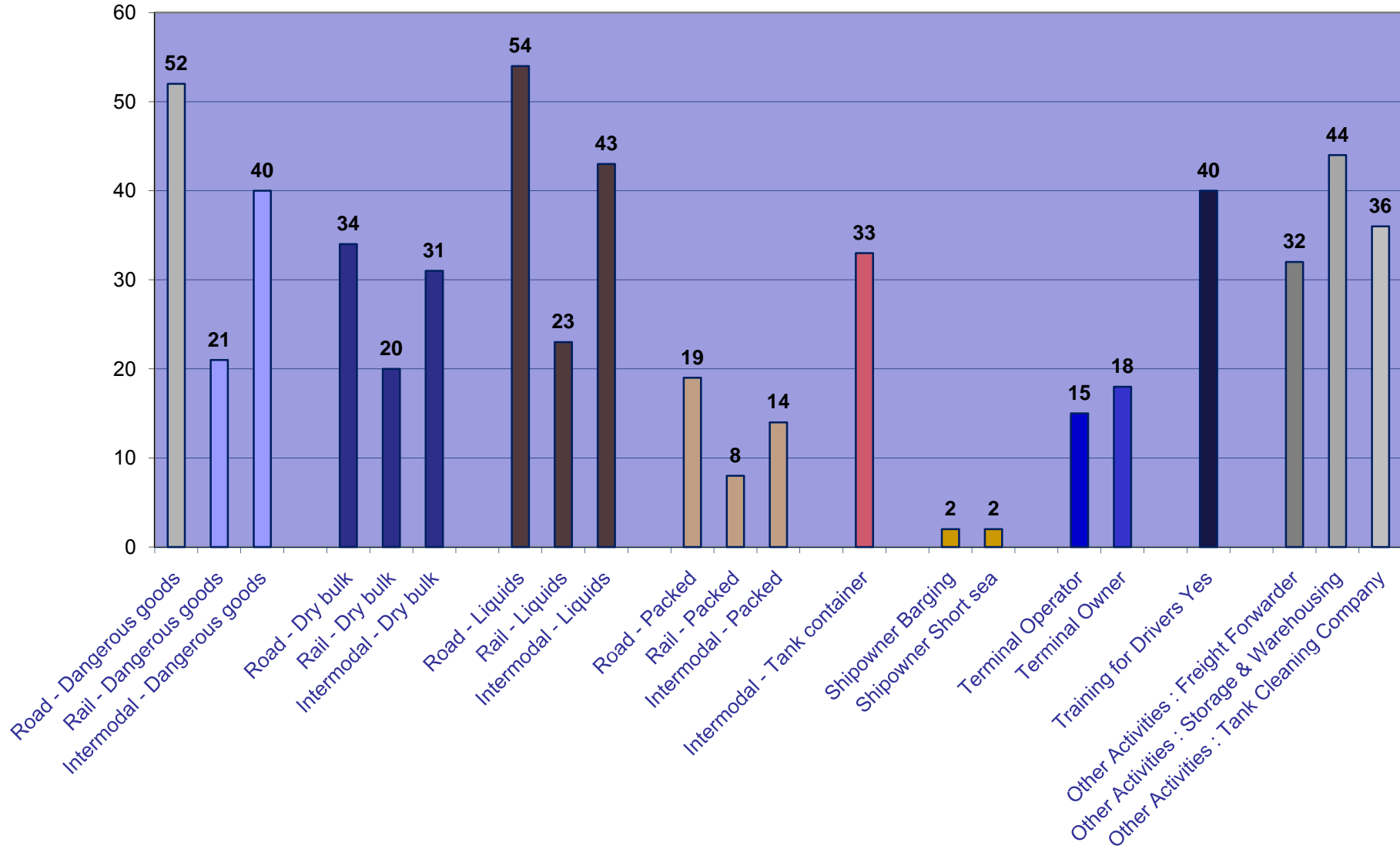
HOYER GmbH Internationale Fachspedition

IAT A/S

ECTA MEMBERS SUBSIDARIES



ACTIVITY OF ECTA MEMBERS



10 years of HSEQ « action »

- ECTA-Cefic working groups: Best Practice Guidelines on chemical logistics: ALL types of chemical product flows!
Not only DG: above legal efforts to improve HSE
- SQAS: investment of LSPs in long term contribution to SQAS itself, to own operation external assessment, continuous HSEQ improvement exceeding legal requirement: harmonised HSE level, one single report
- SQAS: ECTA input in the start years of the database for tank cleaning as partner in SQAS with Cefic: 50,000 €
- ECTA seminars e.g. BBS, conferences e.g. horizontal collaboration and recommendations, e.g. tipping equipment, driver-trainer
- Exceeding industry standards in transport: BBS training of drivers, subcontracting, security = walking the RC talk

ECTA-Cefic guidelines

March 2007 [Behaviour Based Safety \(BBS\) - Guidelines for the Safe Loading and Unloading of Road Freight Vehicles](#)

March 2007 [Guidelines for Transport Equipment used for Chemical Packed Cargo](#)

April 2005 [Industry Security Guidelines](#)

March 2005 [Guidelines on Subcontracting](#)

Nov 2004 [Behaviour Based Safety - Guidelines for the Safe Loading and Unloading of Road Freight Vehicles](#)

Dec. 2003 [Guidelines for Transportation Security](#)

Oct. 2003 [Behaviour Based Safety - Guidelines for safe driving of road freight vehicles](#)

Aug. 2003 [Road Transport Equipment: Guidelines for Standardisation of Equipment](#)

Aug. 2003 [Standard Rail Tank Cars for the Carriage of Liquid Chemicals in Bulk: Requirements for Design, Construction and Testing](#)

Oct. 2002 [Guidelines for 16 hour operation](#)

Oct. 2002 [Guidelines for Safety Awareness and Behaviour in the Supply Chain](#)

Oct. 2002 [Guidelines for Standardised Delivery Performance Measurement](#)

Oct. 2002 [Recommendations on Safety, Health and Environmental \(SHE\) Management Practices for Logistics](#)•

•Example

- Standardised equipment will improve the utilization flexibility and the productivity of equipment and thus ensure an **efficient distribution** of chemicals.
- Standard equipment reduces the risks of product spillage and the empty movement of transport units and will thus have a **positive environmental impact**.
- Standardisation of equipment will contribute to the **responsible care** program of the chemical industry and the chemical transport industry.

SQAS(Safety & Quality Assessment System)

- **What is SQAS?**

SQAS is a system to evaluate the quality, safety, security and environmental performance of Logistics Service Providers (LSP's) and Chemical Distributors in a uniform manner by single standardised assessments carried out by independent assessors using a standard questionnaire.

- **The SQAS Principles**

Cefic, the European Chemical Industry Council, centrally manages the system and ensures its integrity and success. The system is based on four pillars:

- A common questionnaire for each category of companies
- The accreditation of assessors
- The electronic database of assessment reports
- The Service Group

SQAS Service Group 45 Member Companies

| | | |
|-----------------------------|-----------------------------|-------------------------------|
| ALBEMARLE EUROPE | Clariant International Ltd. | Petresa |
| Afton Chemical SPRL | DOW Europe S.A. | Polimeri Europa |
| Air Liquide SA | DSM | Procter & Gamble |
| Air Products & Chemicals | Dupont | Repsol Quimica |
| Akzo Nobel | Eastman Chemical | Rhodia |
| Arizona Chemical AB | Evonik | Rohm and Haas |
| Arkema | ExxonMobil Chemical | SABIC EuroPetrochemicals B.V. |
| Ashland Inc F. | Hoffmann-La Roche Ltd | Shell Chemicals |
| BASF SE | Huntsman Holland BV | Solvay S.A. |
| BP Chemicals | Ineos | Syngenta Ltd |
| Bayer AG | Infineum | Tessenderlo Chemie NV |
| Borealis Polymers | Lanxess Deutschland | Thermphos International B.V. |
| CHEMTURA | Lucite International UK | Total |
| Celanese Chemicals Europe | LyondellBasell Industries | Total Petrochemicals |
| Ciba Spezialitätenchemie AG | Perstorp AB | Wacker Chemie AG• |



Behaviour Based Safety Training Programme for Scandinavian Drivers

Secure



Secure

BBS

- Traffic situation
- Road conditions
- Load characteristics
- Time schedule
- Driver behaviour



Secure



Responsible care

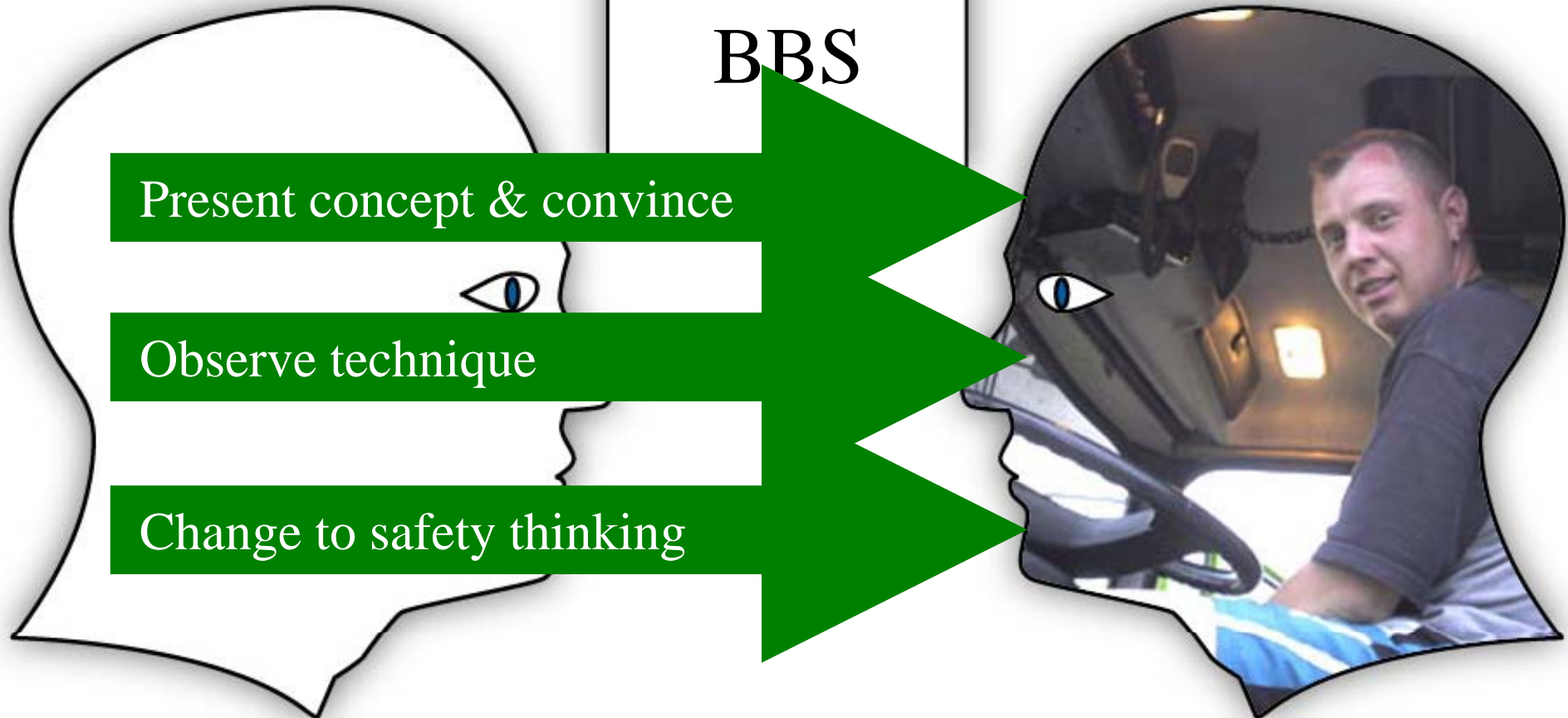
Gentle driving

BBS

Present concept & convince

Observe technique

Change to safety thinking



BBS is the ideal instrument to move safety thinking from the conference table into the driver's cab.



MEMBER OF
ECTA

Thank You

