

TWO being the
innovative
specialist in the
area of chemical
logistics





- *Introduction speaker*
- *Presentation Te Winkel & Oomes*
- *VNCW*
- *Q & A*





- *Introduction speaker*





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Te Winkel & Oomes (TWO) is the logistical “One-Stop-Shop” solution for production and trade companies, operating in the area of packed chemicals. We offer a full range of services from the production side until the final customer where ever located.

Our common goal is customer satisfaction. In order to achieve this and to obtain long term partnerships with our customers, our operating philosophy is based on 5 key-values: safety, involvement, clarity, productivity and fun.

Furthermore TWO wants to be a financially healthy company for our stakeholder, with a maximum focus on safety and training for/of our personnel.

Safety

In chemical logistics safety at each point in the chain is crucial. All employees and equipment are supplied to meet latest safety standards and requirements.

Involvement

Customers are people, no statistics. Operations adapt to customer requirements.

Clarity

A flat organisational structure ensures short communication lines. High quality IT-systems ensures that all goods and material are continuously available. All agreements are embedded in Service Level Agreements.

Productivity

Focus on quality. Continuous improvement. Total cost reduction by applying new technology and unconventional thinking

Fun

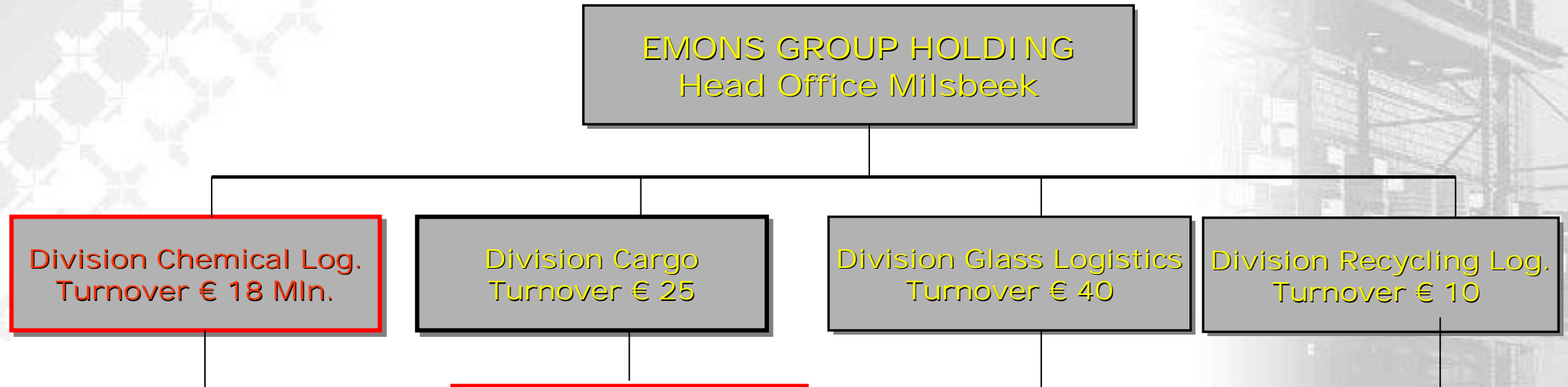
We have a strong believe that fun in operating the business helps to offer a better quality.



- Founded in 1876 and member of the Emons Group since 1996
- 140 employees
- 6 sites, 100.000 pallets storage capacity in the Netherlands and Germany
- Seveso-II company; ISO 9001-2000, ISO 14001, SQAS and HACCP certificates
- 30 own distribution trucks
- International partner networks
- Turnover 2008: 18M Euro
- Culture: a personal touch with short communication lines
- Experience in chemical logistics since the 1950ies (customers e.g. Bayer and BASF).
- Focus on productivity for customers: continuous improvement = way of life.
- Extensive use of IT-technology

Meeting VKRT, Utrecht 11th February 2010

TWO is part of the Emons Group



▪ Te Winkel & Oomes

One-stop-shopping in chemical logistics



▪ Emons Cargo

2WIN Doubledeck Transportation



▪ Van Huët Glass Logistics

Transport of packed and unpacked glass in Europe

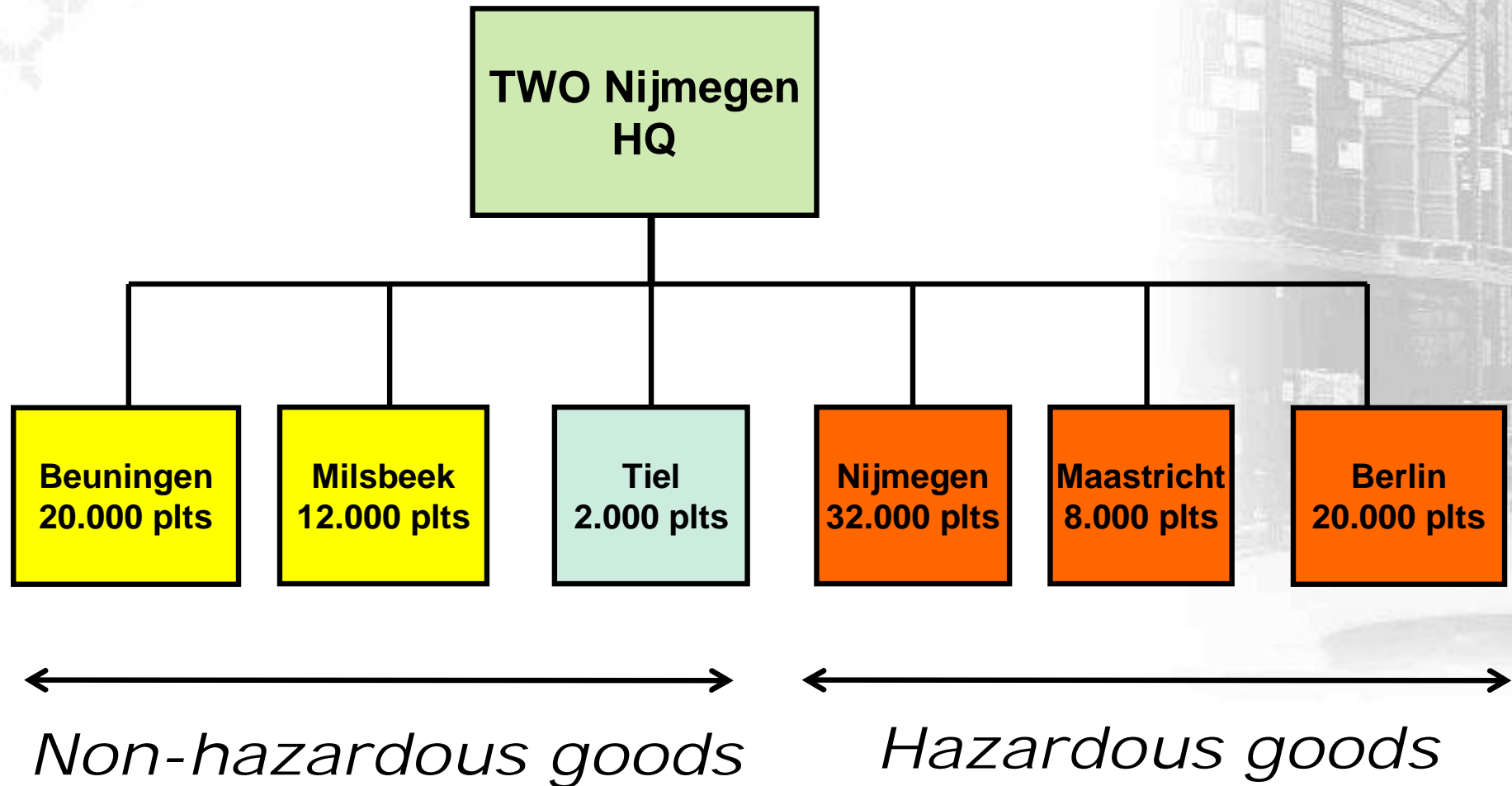


▪ Emons Recycling Log.

Logistics and Recycling of waste regarding secondary fuels

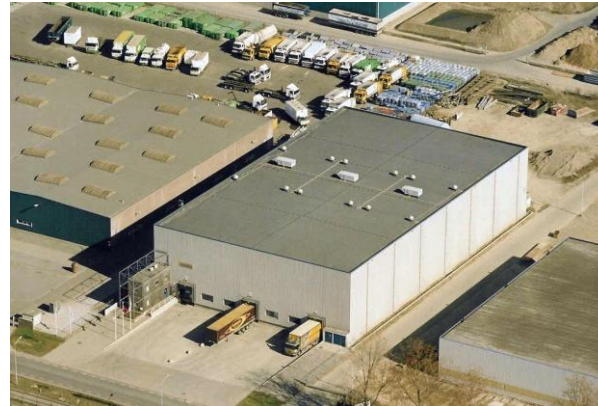
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NL - Nijmegen



NL - Maastricht



NL - Beuningen



NL - Tiel



NL - Milsbeek



D - Ludwigsfelde



- Management inbound flows
- Customs, Fiscal representation, set-up Dutch entity
- Storage
- Orderpicking
- VAL services: labelling, refilling, mixing etc
- Transportmanagement
- Reverse logistics
- Consultancy





Examples:

- Akzo Nobel International Paint





Alle kleuren coating, binnen 24 uur bezorgd



CASE:

A paint factory can produce all paint colours, however not within 24 hours. The fact is that production processes do not have a lot of flexibility: As a result large quantities of with a limited number of base-colours are produced and stored. These are used in order to produce numerous different other colours, however this takes time. For some customers this takes too long e.g. for ships. If a certain quantity of coating is required for repair, it is always needed urgently. The delivery address (the applicable harbour) exists as short as possible! But it is also obvious that the right colour is required.

SOLUTION:

Ten years ago market-leader AkzoNobel International Paint (ANIP) started a partnership with logistics company Te Winkel & Oomes (TWO). ANIP provided mixing machines, which can be used to create thousands of colours, TWO provided the necessary manpower. Today TWO is mixing all kinds of special orders (2,6Million Liters in 2009). The service provided is high: orders are mixed and are ready for shipment on the same day as the order is received: impossible for ANIP to achieve this themselves. By this TWO became a crucial partner in the supply-chain of ANIP



Examples:

- Akzo Nobel International Paint
- Holland Novochem: pumping chemicals in storage tank
- 3 Multinational paint-related companies:
 - Reduce # warehouses in Germany/Europe
 - Centralize stock non-paint items
 - Combined sourcing of non-paint items together with other customers + VMI
- www.chemicalwebshop.com: tool in order to reduce order entry costs, to create additional sales channel, content management, customer service, interface with customer's system (launch: April 2010)



- Separate storage compartments
 - Sprinklers, water or foam
 - Explosion safe lighting/electrical installations
 - Explosion safe internal handling equipment
 - Automatical fire and smoke detection
 - Automatical alarm signal to fire brigade
 - Liquid proof floors
 - Basin to catch polluted water
 - Permanent presence 52 x 7 x 24
 - Security cameras + registration
-
- And last but not least: well trained employees (TWO Academy)





- EDI/Data communication with customers
- Standard or tailor made (KPI) reporting on daily/weekly basis
- www.chemicallogistics.nl = functional website TWO, which provides real-time information towards the customers
- www.chemicalwebshop.com = tool in order to reduce order entry costs, additional sales channel, content management, customer service, interface with customer's system (launch: April 2010)

- More than 60 years of experience in Chemical Logistics including VAL
- Part of a strong family-owned Group
- Cost effective service provision with flexible volume-based pricing.
- Pro-active partnership with our customers: determine and obtain cost reductions within the customer's logistics supply chain
- Dedicated, multi-skilled team which understands the individual customer requirements.
- One-stop-shop: easier/quicker/cheaper
- Flat organization: short communication lines
- High IT-level; Real time information available via het web/webshop
- KPI-reporting
- Good name in the market; within the niche market one of the key-players: several long term relationships with customers (25years+)



Your success is our success!



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- **VNCW**



Vereniging Nederlandse Chemische Warehousingbedrijven

- De kracht en kennis van een nieuwe vereniging -

(Association of Dutch Chemical Warehouse Companies)

The power and know-how of a new association

There is a lot of unclearness re. storage of chemical products. Not only companies but also inspectors have difficulties with the interpretation of legislation.

- Frustrations for Chemical Warehouse Companies. One united interest group not yet existing.
- September 2008: Foundation of the Association of Dutch Chemical Warehouse Companies (VNCW)

- Get influence in the development of rules and legislation as well as standardizations;
- To represent the interests of the members and to represent them in permanent and/or temporary consultation groups;
- To offer a network of similar companies with similar issues
- To let execute surveys
- To offer a source of information



- Requirements as a result of Seveso-II (BRZO'99) and PGS.15
- Requirements re. fire resistance of buildings
- Sprinklersystems and - regulations
- ATEX
- Training of people
- Information

- By executing a survey re. the existing problems and by addressing these problems to the authorities, the VNCW became a direct interlocutor for the Government.
- The VNCW participates in several advisory groups (PGS 15, CCV Fire) and consultative bodies, together with the Ministeries of Environmental Affairs (VROM) and Transport (V&W). Meanwhile it has shown clearly its added value (e.g. VNCW has avoided the implementation of a new, “UitgangspuntenDocument”-format which would have lead to significant cost increases).
- Important interlocutor in Expertmeetings VROM (Ministry). VNCW is responsible for the implementation of www.chemiebank.nl, which provides extensive information about products, fire extinguish systems, standards, and MSDS's).
- Proposals of the VNCW are now/have already been translated to new legislation/regulations
- 10-Tons Regulation for crossdocks operations. Authorities want to integrate this into PGS 15



For more information, please contact:

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Thanks very much for your interest in

Te Winkel & Oomes BV!

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