

Oiltanking

connections

AT FIRST GLANCE 13 young men in the typical outfit of Oman – the dress called dishdasha and the hat “kuma”. But see, what a second look is revealing ...



VALUE ADDING

New jetty and three new tanks strengthen Oiltanking's structural position in the Mediterranean



BRAZIL

Construction of the first Oiltanking terminal in Vitória is in its starting phase

The second look



For this issue we have chosen two covers – one on the front page and one on the third page. Same content, different appearance! Sometimes at first glance, things are not what they appear to be.

This highlights a phenomenon that we quite often face in our business. “You better look twice”. Things can metamorphose differently – in a positive as well as in a negative way. Projects that seemed promising at the start turn out to be going nowhere. Fortunately, it often happens that undertakings that looked like going nowhere all of a sudden start bearing fruits. A second look at a different time can show totally changed circumstances, a different perspective.

Oiltanking’s results for the first half of the year have been outstanding, not only in terms of financial results achieved but also in terms of progress made on various projects world wide. But beware, with our global business spread, we constantly have to be receptive to ever changing market conditions while at all times respecting the different cultures, customs, habits and last but not least expectations we are confronted with. These, we often only understand or are able to interpret correctly after a closer, second look. Indeed, “One better look twice”

I hope you enjoy reading this issue – maybe you take it into your hands twice? I’m sure there is enough to discover!

Gust Spaepen,
Managing Director Oiltanking GmbH

TEXAS CITY

Kick-Off Celebration

In order to celebrate the completion and **successful commissioning** of the Liquid Feeds Project and the kick-off of a long term relationship between Ineos USA and Oiltanking Texas City (OTTC), a barbecue took place on June 8, 2006 at the OTTC terminal.

■ **The Liquid Feeds Project** was an aggressive six month engineering, procurement and construction project by OTTC to build two pipelines with associated meters and pump stations to connect storage at Oiltanking to Ineos production facilities. The larger of the pipelines will feed 40,000 barrels a day of naphtha to an Ineos production facility 22 miles away. The smaller of the pipelines will feed 10,000 barrels a day of benzene to an Ineos production facility one mile down the road from OTTC. The celebration also marked the beginning of a long-term storage contract between Ineos and Oiltanking Texas City for over 500,000 barrels of storage for noted feed-stock products. Also, Oiltanking Texas City will be providing services for the Operation and Maintenance of the pipelines and associated equipment.



DELICIOUS The tables were laid for guests, project teams and Oiltanking employees enjoying the new achievements, but also the tasty barbecue

A formation to count on...



■ **These young men are the operators** of the liquid jetties and the Oiltanking terminal in Sohar, Oman. They just successfully finished the first phase of their training period and upon completion of the course at the International Maritime College of Oman received their certificates, which were presented at a ceremony held at the port of Sohar premises of Oiltanking Odfjell Terminals and Co LLC on June 8, 2006.

Oiltanking Odfjell is the operator of the liquid jetties at the industrial port. Omanis will represent a significant proportion of the estimated 80-100 strong workforce envisaged by the company when operations peak within the next few years. For those who want to double check: the colleagues may have changed their pose for the second picture but not the formation!

CHINA

Successful Start Up

After a construction phase of one year for its state-of-the-art terminal in Daya Bay, China, Oiltanking Daya Bay (OTDB) could welcome its first ship on June 27, 2006.

■ **The M.T. Golden Mercury arrived** the day before in the Huizhou Port anchorage to conduct the mandatory commodity inspection, customs and immigration clearances. She then came alongside CSPC's Berth no. 2 to discharge her cargo of 4,000 metric tons methanol. The methanol will be subsequently fed into the MMA plant (MMA = Methyl Metacrylate) belonging to Oiltankings' customer Huizhou MMA Co. who rented the total storage capacity of the terminal (15,000 cbm) on a long term contract. The successful commissioning



IN FRONT OF THE M.T. GOLDEN MERCURY Davy Yuan (centre) OTDB Business Development Manager with left Lan Liang and right Joyce Sung, both from Huizhou MMA Co

of the terminal was a joyous moment for the client as well as for the Oiltanking colleagues. Special credit goes to the local crew and two startup supervisors from Oiltanking Singapore, YK Eng and Alan Poh.

The starting of the facility will enhance Oiltanking's reputation on the Chinese market and serves as a platform to attract further business prospects. With over 30 hectares of available land, OTDB is ready to cater for any additional customer requests.

INDIA

New LPG bottling plant

On May 26th, Indian Oiltanking (IOT) signed a formal agreement with Chennai Petroleum Corporation Ltd. (CPCL) for the construction of a LPG bottling plant in Chennai, India.



SIGNING THE AGREEMENT for Oiltanking's first LPG bottling plant: Mr. G.S.K. Masud, President (Operations) Indian Oiltanking (right) and Mr. A. Kasturi Rangan, Director Operations Chennai Petroleum Corporation

■ **When CPCL decided** that their old LPG bottling plant in the Chennai refinery needed replacement and that the new one should have a larger capacity, IOT offered to construct a LPG bottling plant on BOOT basis*. IOT has been successfully operating a bulk LPG terminal for CPCL for the past two and a half years. The offer was made especially attractive by locating the bottling plant adjacent to- and thus using existing facilities of the bulk LPG terminal such as mounded storage, fire fighting facilities, electrical substation etc. After protracted negotiations, the formal agreement for putting up the 120,000 MT per year LPG Bottling Plant on a land area of 15 acres was signed by Mr. A. Kastruri Rangan, Director (Operations) CPCL and Mr. G.S.K. Masud, President (Operations) IOT. The BOOT period is agreed on 10 years. After the completion time of about 16 months approximately 4 million EURO will have been invested in this state-of-the-art plant. It will for instance be equipped with two fully automated electronic filling carousels, 24m/c each and allied online facilities. 30,000 cylinders per day will be filled in two shifts and there will be statutory testing facilities for cylinders on the site as well.

* BOOT stands for Build Own Operate Transfer



THE BOW VIKING, the first ship handled by OOT in the Port of Sohar, Oman

OMAN

Significant milestone


■ **On June 4, 2006**, Oman Oil Refinery Co. signed the Jetty Management and Services Agreement with Oiltanking Odfjell Terminal & Co. LLC (OOT). The agreement facilitates the export of refined products from Sohar Refinery Co. in the Sohar Industrial Port. For OOT it represents the first commercial agreement. For the next 22 years OOT will handle all cargos - exported and imported - for the refinery. The same day was marked by the handling of the first vessel which brought a commissioning cargo for the refinery. The Bow Viking - an Odfjell vessel (36,600 DWT) - arrived from Qatar, loaded

with 5200 metric tones of methanol and was successfully discharged. This is a significant milestone for the port in its effort to become a major liquids hub in the Gulf region. OOT plays a central role in this development. It is also a historic moment for Oiltanking Odfjell in Oman because it marks the physical start of operations. Sohar is strategically located just outside the Gulf and offers promising business opportunities. OOT has well developed plans to construct substantial capacity for international traders and is in negotiation with several local companies to facilitate their bulk liquid storage requirements.

Brasil dá boas vindas à Oiltanking

Brazil welcomes Oiltanking – Oiltanking has been looking for business opportunities in Brazil for quite some time. The representative office in Rio de Janeiro, a first foothold in Brazil, has been opened already in 2001. From here projects have been pursued and developed with our local partner Interoil. The persistence is now rewarded as the construction of Oiltanking's first terminal in Brazil – an Ethanol Rail Export Terminal – is in its starting phase in Vila Velha, in the state of Espírito Santo, Brazil.

■ **Vitória**, capital of the state of Espírito Santo, is home of one of the largest ports in Brazil with excellent transportation infrastructure and is one of the major export ports for iron ore, produced by Companhia Vale do Rio Doce (CVRD), Brazil's leading mining and logistics company. A promising scenario, CVRD and Oiltanking are developing a new export route in Brazil for ethanol. Today Brazil's main export port for ethanol is Santos. The project will provide a logistic alternative allowing the growing number of ethanol producers in interior states like Minas Gerais and Goiás to reach the international market at competitive cost. In Vila Velha, which is neighboring Vitória, Oiltanking plans to build and operate a liquid bulk terminal.



THE LIGHTHOUSE SANTA LUZIA, standing 20.8 meters above sea-level, marks the entry of the port of Vitória and will also to be seen on OT's marketing folder of Brazil



"CRISTO REDENTOR" – The Christ Statue on Corcovado Mountain in Rio de Janeiro, famous eye catcher of Brazil



ESPÍRITO SANTO

Blessed with a holy name and an exuberant nature the state of Espírito Santo (Holy Spirit) of Brazil has a population of **3.1 million inhabitants** and currently tops list regarding economic growth. The state is a leading producer of commodities like iron pellets, steel products and cellulose.

Espírito Santo also contains one of the largest reserves of **marble and granite** of Brazil, with a color variety not found anywhere else in the world. It is number two producer of papaya, coffee and chocolate. This exceptional picture is complemented with the **confirmed existence of oil and natural gas** in the area. The state's privileged geographical location – surrounded by the states of Bahia, Minas Gerais and Rio de Janeiro – makes Espírito Santo an excellent alternative for a variety of economical activities, due also to the state's integration in the national and international markets.



THE NEW TERMINAL is built in the Municipality of Vila Velha in the port of Vitória

For Oiltanking's first terminal in Brazil, called Oiltanking Vila Velha an investment of approximately \$ 12 million is estimated. The terminal will initially have a capacity of 34,000 cbm and a jetty for vessels up to 40,000 DWT. The operation is expected to start in May 2008, just in time for the harvest of that year.

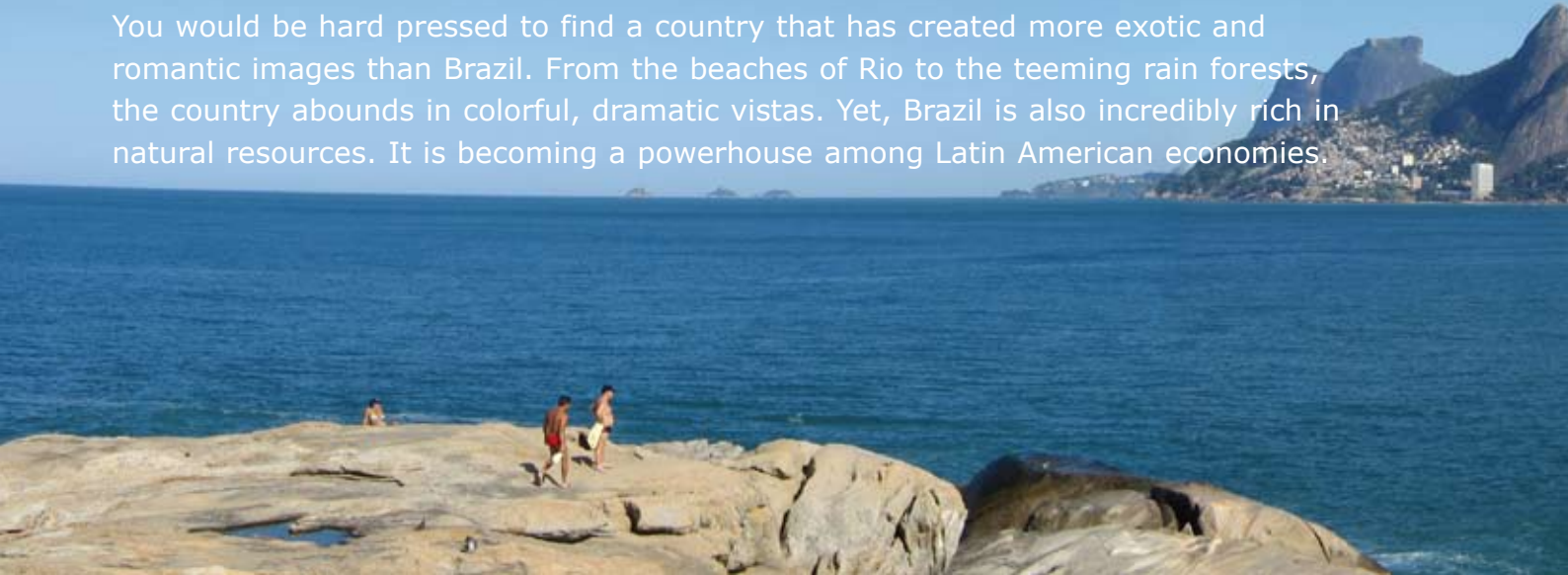
The largest volume of ethanol will be transported to the new terminal by railcars operated by CVRD, whose rail network connects the production areas of the interior states with the Port of Vitória. The terminal will also receive ethanol by truck from the producers located near the terminal in Espírito Santo and north of Rio de Janeiro. The annual volume can go up to one million cbm. Since the 1980s, Brazil has developed an extensive sugarcane-based ethanol industry. With a production of 18 million cbm in 2005, Brazil is the world's

largest and most competitive producer of ethanol. Most of the domestic consumption is used as fuel for cars.

Every liter of gasoline sold in the Brazilian market already contains 20% of ethanol as an additive (most of the new cars sold today are so-called flex-fuel cars, which can run on ethanol or gasoline or any kind of mixture of the two). In the last year Brazil has exported 2.5 million cbm of ethanol, as industrial and fuel grades, the latter being used as an environmental friendly component in gasoline. Given the fact that ethanol is a commodity which importance continues to grow, the Vitória Project is not only a fruitful harvest after a long seeding process but has also a great potential to become another Oiltanking success story.

Color, Culture and Resources

You would be hard pressed to find a country that has created more exotic and romantic images than Brazil. From the beaches of Rio to the teeming rain forests, the country abounds in colorful, dramatic vistas. Yet, Brazil is also incredibly rich in natural resources. It is becoming a powerhouse among Latin American economies.



■ **Discovered in 1500** by Portuguese navigator Pedro Álvares Cabral, South America's largest country and the world's fifth largest has gone through several cycles of economic development. The first of these cycles was based on the exportation of brazilwood, used to make dyes and paints. Then, during the 17th century, Brazil was the world's largest producer of sugar. Later on gold and diamonds became the major export products, alternated by the coffee export which is still one of Brazil's major sources of income. Today, Brazil has a large and ever growing internal domestic market and is a major exporter of agricultural products as well as manufactured items such as heavy machinery, shoes and steel products. Brazil continues to emerge as an economic and political influence among the nations of the world. It accounts for 50 % of all economic activity in Latin America.

Unique mix of beauty, colors, and pleasure, ...

The country can be divided into four major geographic regions. The long, narrow Atlantic seaboard has coastal ranges, the highlands which extend over most of Brazil's interior, and two great depressions. One of these lowland areas is the Paraguay Basin, which is characterized by open forest, low woods and scrubland. The other is the Amazon basin, lying along the world's largest river and containing about 30% of the entire world's remaining forest.



CARNIVAL IN RIO –
a colorful and joyful event

Brazil is rich in both natural beauty and culture. When you visit the many park areas or backpack off the beaten path, you will discover the amazing diversity of Brazil's fauna and flora. The country ranks first in the world for numbers of species of primates, amphibians and plants; third for bird species and fourth for species of butterflies and reptiles. Brazil is also home to many ecological wonders and has thirteen natural and cultural sites considered by the World Heritage Society as being of outstanding universal value.

One of these is in the Pantanal region of western central Brazil in the State of Matto Grosso. The Pantanal is one of the world's largest freshwater wetland ecosystems.

BRAZIL Land of staggering beauty
Stretches of unexplored rain forests,
endless rivers, and... pristine tropical
beaches



When you meet typical Brazilians, you are impressed by their friendliness. Traditionally Brazilians offer a cup of cafezinho to social and business guests. The inhabitants are descendents of a mixture of people. Portuguese colonizers mixed with the native Indians and African slaves. Dutch and French colonization also took place in the Northeast. In the 19th century, waves of German, Italian, Polish and Japanese immigrants added new elements to the mixture. Because of the country's ethnic diversity, racial discrimination in Brazil is kept to a minimum. Portuguese is the national language, but it is spoken with different accents and intonations from that spoken in Portugal or in other former Portuguese colonies.

... but the best asset: the warm, happy and friendly Brazilians

Brazilian dance music has long been a favorite around the globe. The samba is a mixture of Spanish bolero with the cadences and rhythms of African music. The more subdued bossa nova, as heard in songs such as "The girl from Ipanema", was influenced by North American jazz. Soccer is the national sport and Brazilian athletes have excelled at the game in international competition. At the beaches they play a form of soccer called foot-volley, where you are not allowed to touch the ball with your hands.

Rio de Janeiro is the second largest of Brazil's cities and one of the world's premier tourist destinations. From the beaches

of Ipanema to the top of Corcovado Hill with its 100 foot tall statue of Christ, the city vibrates with color and excitement. This is especially true at Carnival time, when the entire population of "cariocas", as the citizens call themselves, seem to dress in costume and give themselves over to joyful celebration. The city of São Paulo dominates the southern region and further north, towns such as Salvador and João Pessoa retain the colonial atmosphere of the early Portuguese settlers. Brasilia serves as the nation's capital.

FACTS ABOUT BRAZIL

Area total 8,511,965 sq km – a landmass slightly smaller than the US **Geography** Largest country in South America, and in terms of size the 5th biggest in the world with 23,086 km of frontiers and 7,367 km of coastline. **Capital** Brasilia **Climate:** mostly tropical, but temperate in the South **Population** a young population of 188 million inhabitants, of which 58 % under 30 years of age **Language** Portuguese (official) **GDP** purchasing power parity \$1.556 trillion (2005 est.) **Natural resources** bauxite, gold, iron ore, manganese, nickel, phosphates, platinum, tin, uranium, petroleum, hydropower, timber, various agriculture products **Ethnic groups** white 53.7 %, mulatto (mixed white and black) 38.5 %, black 6.2 %, other (includes Japanese, Arab, Amerindian) 0.9 %, unspecified 0.7 % **Currency** real (BRL) with exchange rate of 2.20 against US\$



SINGAPORE A dynamic city, rich in unique contrasts and colors – from uphold tradition and custom to serene gardens ...

From Hamburg to Singapore

After his trainee phases in Germany and Belgium, the new posting for **Gideon Loudon**, became clear in May 2005: Singapore. A location that seemed an unknown acquaintance for the Dutch who grew up among other places in Sri Lanka and Oman, and thus had already had some exposure to other cultures.



■ **Before heading off to Singapore** I had no idea what to expect. I only knew from stories that it is an extremely well organized and squeaky-clean city.

It was my first travel into the Asia Pacific region so I decided the best thing to do was just let the whole experience take me along and take it from there. The first thing that hit me when I left the air-conditioned airport was the encounter with the tropical climate. However, after being used to the horizontal rain showers in Hamburg, 30 degrees Celsius for 365 days, with the occasional tropical rain shower, was something that I could get used to very easily. After having driven around in the city, I was indeed amazed by the cleanliness, the skyscrapers, the greenery, but mainly how efficient the traffic was flowing and that nobody is agitated by the slightest delay in traffic. In Hamburg, once the lights turn green and you haven't moved in a split second, you already get a wave of angry faces and the usual horn. Singapore is the first city where there was kind of a code of conduct, never honk your horn, only in life threatening cases. A survival tip: Crossing the street in a country where one drives on the left side of the street needs

some time to adjust for someone who is used to driving in the right lane. And talking about transportation: I haven't been on a bus before with a TV! Once you have a car, make sure you get yourself a "cash-card" a.s.a.p. Those cards look like credit cards and stick in a box at the inside front window of your car. Whenever you enter a toll road or a parking garage the fee will be deducted automatically (most of the time) or you have to insert it into a gadget you reach winding down your car window. Can you imagine what happens if you block the entrance of an extremely busy parking garage because you didn't know about the existence of that miraculous little card and the barrier does not open while cars continue queuing up behind you? Believe me, you won't make friends!

The very first day left me with many impressions, too many to absorb for that moment. Though, one thing was certain, the city had an energetic and positive vibe about it and I knew from the start this was going to be a great place to stay. After more than a year of staying in Singapore I can't say I experienced an enormous culture shock. It is an extremely well established Asian city with a western touch to it. In that respect, there is an abundance of western style restaurants and bars scattered all around the city. And once, you've found out that even some of your favorite eateries from home can be found in the supermarket – there is almost no need to feel



... from efficient business center and exotic ethnic enclaves...

homesick. At the beginning of course, there have been some things that seemed a bit strange to me. Especially in the morning I saw a lot of people on the street carrying little clear plastic bags filled with a dark liquid. Knowing that a lot of people like to have warm breakfast here (rice, noodles, vegetables...), I did not get used to that by the way, I first thought of soup but it appeared to be coffee or tea. When I shook hands I was initially irritated by the softness*. When entering a house, I was asked to take off my shoes*. I remember being puzzled about the many doorsteps inside some houses and all the water fountains. I was reminded not to bring chewing-gum with me or to litter*.

I had to become familiar with people using the end-suffix "lah" ("can-lah" just means "I can do it") all the time*. I am still not used to the thought that it is not so far fetched that I will find a (poisonous) snake in my apartment one day*. I have also never seen so many shopping malls lined up one after another in my life. Orchard Road (THE main shopping street) has endless malls and one thing is certain: Singaporeans love to shop.

Weekends are usually very busy with outdoor activities. The climate is the perfect setting for golf, soccer and tennis - although the humidity and heat makes 90 minutes of running after a ball on midday a very strenuous exercise. Due to the high green fees in Singapore I usually set off to Malaysia (30 minutes drive) to play a round of golf. Monday is back to work where the air conditioning makes you feel you are back in Europe during winter time. One of the advantages of living abroad is to get to know different cultures and that's especially the case in Singapore. Here one will meet a mix of different cultures - Chinese, Malay and Indian Singaporeans



CULTURE EXPERIENCE

... to sleek sky-scrapers

and of course the community of expatriates. All manage to live intertwined in this little country. Even though there are a lot of diverse cultural influences, Singapore is western orientated and some call it "Asia for Beginners" meaning the ideal place for someone who'd like to get to know the Asian culture but wants to start with limited exposure. You can imagine that for me - also an Asia beginner - it is extremely pleasant to live in this well organized country and the economic development of the surrounding countries makes it not only work-wise very interesting, but is also a perfect opportunity to see more of the Asia Pacific region during my stay at Oiltanking Singapore.

***Handshakes** are usually very soft and light to the touch in Europe. ***Wearing shoes** inside the house is generally interpreted as an offence and as inconsiderate (bringing dust into the house), though taking shoes off may also be due to religious restrictions. ***Chewing gum** It is an offence to sell chewing gum (penalty of Singapore \$ 2,000), for leaving chewing gum in a public area the fine is Singapore \$ 500). Littering will be also fined. ***Singlish** Singapore-English, often called Singlish, is a colorful mixture of Singaporean and English words. "Lah", used at the end of a statement generally emphasizes the point made in a sentence, e.g. "No lah". ***Singapore** still harbors a variety of ***snakes** among them cobras and pythons.



PORTRAIT

Gideon Loudon started his carrier as a trainee in 2003. Since 2005 he is working as Business Development Manager in the Business Development department of Oiltanking Asia Pacific.

Value-added storage

Oiltanking Malta (OTM) is currently expanding its facilities, adding a new jetty and **additional three tanks** with a capacity of 90,000 cubic meters in Tank Field 4.

■ **Established in 1989**, OTM is jointly owned by Oiltanking GmbH of Hamburg (with 70%) and the Malta Freeport Corporation (30%). Currently OTM has 19 tanks, spread over three sections at its site at the mouth of Marsaxlokk. Its tanks can hold more than 361,000 cubic meters of oil. All its capacity is contracted to third parties, which use the facilities to store and transship oil. OTM employ 39 people to run its services at present, and expects to increase that number as new capacity comes online. During 2005, 522 vessels discharged or loaded a total of 3.9 million tones of oil – a substantial figure. This turnover is the fruit of a Lm 22 million (approx. 51 million Euro) investment – with a further Lm 10 million (approx. 23 Mio Euro) earmarked for its current expansion. Jetty 4, a state-of-the-art quay with oil pipes laid below the surface so as not to disturb the operations of other areas. At an investment of Lm 2 million (approx. 4,6 Mio Euro), it is equipped with all the latest quick release hooks, fendering systems and firefighting equipment, to be compliant with the



THE OT TERMINAL in Malta is a hub for the oil trade in the Mediterranean

most stringent EU standards. The three new tanks in Tank Field 4, representing the first phase of expansion in this area, are a Lm 8 million (approx. 18 Mio Euro) project and will provide extra capacity of 90,000 cubic meters.

This investment was made possible after OTM entered a series of long term agreements with international oil traders. Once the full expansion of the terminal is completed and OTM's facility has attained its full potential storage capacity, the facility will offer its clients more than 526,000 cubic meters of storage space. Centrally located in the Mediterranean close to the main shipping lanes between Europe, Africa, the Middle East, the Pacific Rim and the US, the terminal will thus further enhance its important role as turntable for the oil-related business.



A BOOK DONATION? That's something to make a song about it!

Book donation

■ **In executing social corporate obligations**, Oiltanking Malta Limited (OTM) over the past years has always felt the responsibility to assist those that are in real need and in a manner which would contribute to a better quality of life for the recipients. OTM has concentrated its donations to people the company is very much attached to – the residents of the

village Birzebbuga. Thus, when a couple of years ago the company received an appeal from the village school headmaster, inviting resident business entities to help the school build up its library, OTM didn't hesitate.

Discussions between the school principals and OTM started and the project got underway. Eventually, in May 2006 books worth more than 4,000 Maltese Lira (approx. 9,350 EURO) for children of all different ages at the primary school as well as books to assist in the professional development of the school's teachers and principals arrived their new home. The initial plans were to have the library inaugurated on the day dedicated to the book in April, however circumstances had it that it was launched when Oiltanking's directors were meeting in Malta. What OTM expected to be a relatively small happening, turned out to be an unforgettable experience. The OT directors were welcomed by the Minister of Education, Dr. Louis Galea, personally, the local mayor Mr. Farrugia, as well as most of the Education Department principals. Not missing were the eager students who not only wanted to express their gratitude for this donation but were also keen on demonstrating their reading, acting and dancing skills in an on stage performance that kept all present glued to their seats even though it was a warm and humid day!

AMSTERDAM

Go with the flow

There is a constant flow of Gasoline from Europe mainly to the USA, but also to West Africa and the Middle East. Oiltanking Amsterdam (OTA) takes care of a big part of that volume and a continuous growth is certain.

■ **It might not look like it** when you have to fill your car at the petrol station, but there is still enough gasoline in Europe. The United States on the other hand needs more – especially during the holiday season, when people drive to their summer destinations, the demand is very strong. This creates the ongoing flow of gasoline. In addition, there are clients who wish to hold bigger physical stocks in order to create a buffer in these very volatile markets, meaning there is a demand for tankage. Amsterdam, capital of the Netherlands, is the second largest gasoline port in the world just after New York. Oiltanking Amsterdam (OTA) – by the way located in the port area called 'America Haven' – responds to the growing demand and is constantly investing in infrastructure. In 2005, a total of 121,000 cbm of capacity was added and currently 90,000 cbm of gasoil capacity is under construction, expected to be finished this year. Additionally, OTA is preparing the construction of another 127,000 cbm capacity, which should become operational in summer 2007. Further expansion plans are currently being discussed with several

parties. To accommodate the above, several upgrades of the infrastructure were necessary to maintain the high level of service. Three more jetties suitable for the biggest barges (135 meters) and small coasters will become operational in August 2006. Two more barge jetties, currently dedicated for jet fuel, are being upgraded and will become suitable for other products. They will be operational end 2006.

Several lines and a new pump station were added on the terminal and more tanks were given their own suction and filling line to increase flexibility. Two tanks of 4,000 cbm were upgraded (they were fitted with a fixed roof) and two more will follow in the next months. Oiltanking Amsterdam is also constantly enforcing its position as Europe's leading Gasoline blending location with a well balanced solid customer portfolio and very flexible infrastructure. The mentioned growth and improvements of OTA show that this strategy is working very well and is highly appreciated by its customers.



AT 5896 METERS, Mount Kilimanjaro is the highest peak in Africa and among the highest freestanding mountains in the world



Thin Air

Hiking Mount Kilimanjaro was something **Rob Eijkholt**, Terminal Manager Oiltanking Singapore, wanted to do for so long already that one year ago he decided for himself “It’s now or never”. Let’s hear his adventurous experience climbing this famous mountain in Tanzania, Africa.

■ **Once my decision was made**, the next question was obviously: How to go about it? That I did not want to go alone, or join a group put together by a tour operator was clear. I’d rather experience this with friends. I started to prepare a list of guys I thought would be enthusiastic about my idea and also would probably be able to take time off for an expedition like this. The four friends I approached immediately committed to coming along. We agreed on the first week of February in 2006 and thus I started organizing a trip that would take place ten months later. Then it sounded far in the future but all in all it took me several months to do my homework: How to get there, which route to take to the summit (there are at least ten trekking routes that begin on the lower slopes), how to prepare, what to take and which tour operator to engage. The latter proved to be particularly challenging as we decided to go low budget. At an early stage in the “due diligence” I already found out that climbing Mt. Kilimajaro is a serious undertaking. Although hundreds of trekkers reach Uhuru peak



PORTERS carrying the tents and supplies, while hikers themselves take their needs for the day

(5895 meters) without major difficulties, many more don't make it because they ascend too quick and suffer from altitude sickness. Out of the various routes, we opted for Machame not because it was the longest and most challenging but because it is the most gradual with the highest success rate (40%). We also decided to add one day to the itinerary and to stay at 4000 meters to get used to the altitude. With this extra day, we had to fly in and out of Tanzania overnight in order to squeeze the entire trip into one week.

Four months before the trip everybody had his "to do list" and I started my training which consisted of walking, walking and walking. Every Saturday I went hiking, the distance always increasing

until eventually I walked for six hours. All of us used the last months to assemble the gear as this hike is climate wise one of the most challenging: it starts in the humid tropical rain forest and ends on the top with temperatures always way below zero. Rain, wind and snow could be expected as well. Excited, slightly nervous but relieved that it was finally about to happen after all those preparations I boarded a plane in Singapore on a Friday evening in February only to find myself back in the departure hall three hours later. The plane that was supposed to bring me to Mumbai for the connecting flights to Nairobi and Kilimanjaro broke down! I spent a few hours on the phone talking to my friends who were about to board a plane in Holland and to the tour operator in Nairobi, while the airline was trying to get me via alternative routes to Kilimanjaro airport, clearly not a metropolis. It became soon obvious that it was impossible for me to get there in time and my friends decided unanimously to stick together and forfeit the acclimatization day. Fortunately the operator also agreed with starting a day later and after a 35 hour day I finally arrived via Johannesburg, Dar es Salaam and Zanzibar in the hotel in Arusha where my friends asked me what took me so long?? We took a few beers together, not part of the plan but our original program was gone anyway.

The next morning we were picked up at an African 10 am by our guide and his ten porters and were driven to Machame Gate (1800m), the starting point of the route. Here we registered with the park authorities. Our backpacks, the tents,



ON THE TOP! Finally! Rob Eijkholt (right) and his friend (left) together with their guide

cooking gear, food for a week and water were divided among the porters and after a quick lunch we were on our way. The first day to Machame Hut (3000m) was relatively easy; 1200m ascend through beautiful rainforest. Some of us had to get used to the heat and the rain showers, but for me it felt like home. When we reached the camp I was impressed by the way things were organized on the mountain. Everybody had to check in so the rangers knew who was still on his way. When we saw our tents and ate our dinner we were all reminded that we booked low budget and realized that we should not expect even the most basic luxury for the next five days.

A lot of trekkers – even well trained – will suffer from altitude sickness.

After a seven hour hike on day two, up and down, crossing the crest a few times and enjoying a few spectacular views of Mt. Kibo we reached Shira Cave (3700m). We were advised to drink at least four liters of water each day to allow the body to acclimatize easier. We were also told that drinking water would be for sale at the camp sites. Well, apparently not this particular week. Fortunately we came prepared. The water had to come from the mountain streams, the porters boiled it, we filtered it and we added water purification drops and energy powder which took care of the chloride taste. That

night it started to get cold (below zero). Day three brought us to Barranco Hut (3950m), not much of an ascent but still a seven hour hike. We added a little side track and climbed the Lava Tower, from which we enjoyed the beautiful view. We clearly felt the air getting thinner and proceeded at a very slow pace. Once on the camp side, we dropped our day packs and hiked uphill for an hour before descending back to the camp.

This "climb high, sleep low" was also supposed to help against altitude sickness. After the water purification exercise we had our dinner and dove in our sleeping bags. Nothing else to do anyway because it was windy, freezing and dark by the time we finished our meals. Nobody slept much, the low oxygen content in the air made our hearts tick so fast that we were just lying there, waiting for the sun to rise and to get under-way again. That night I found myself lying on the rocks, my air mattress was somehow punched, therefore no insulation anymore which was rather cold and uncomfortable. All attempts the next day to fix my mattress failed because the hole was so tiny, we did not manage to find it. In the morning we had to say goodbye to the first of our friends, he suffered from headaches, chest pain and dizziness and decided to go down, accompanied by two porters.

On the fourth day we made it to Barafu Hut (4600m), starting with the Barranco "breakfast" Wall, a steep more than one hour climb to the top. A tiring nine hour day on which we passed the last watering point (mountain stream) where we all, including porters had to stock up on water because there would be no more streams for the next two days. We advanced very slowly that day and I remember Minja, our guide, telling us all the time: polle polle (Swahili for slow,

slow). Not that we had much of a choice because any quick movement was immediately followed by a shortage of breath. We had seen the scenery change dramatically over the last few days. We started among tropical vegetation and saw first the trees, then the bushes and eventually also the mosses disappear. By now we were surrounded by rocks and sand only. After a quick dinner we went to "bed" because we were going to leave again at midnight. Nobody slept, it was freezing, our hearts beat like crazy and the tents were standing on a slope. When Minja called us it was summit day. We put on all our clothes, the head torches and followed him uphill in complete darkness. One 20 cm step at the time, gasping for breath, a very strenuous hike because of the effects of altitude and wind combined with extreme cold (minus 15° Celsius).

Polle, Polle! (Slow, slow) – 20 cm steps at the time

Somewhere during this night we lost another friend. He could not go any higher and was brought down to camp by two porters. After about six hours the sun rose and all I remember from that night is the beautiful starry sky and the seemingly endless struggle to the rim of the crater in complete darkness. Watching the sun rise over Africa and the glacier was fantastic and the sun made it also not so cold anymore. Unfortunately, at this point in time (Gillman's Point, 5700m) we had to let go of another friend, he was in such bad shape that he was brought down immediately, which was very sad because he was so close to the summit. Although we were not even two hundred meters from the top, it still took the two of us another two hours to get there (Uhuru Peak 5896m). We only stayed there long enough to enjoy the view and to take some pictures after which we rapidly went back down to Barafu Camp via another route where we arrived around noon and crept in the tents to sleep for an hour. Our two friends had fortunately rapidly recovered once back at lower altitude and after a quick lunch we hiked down together for six hours to Mweka Hut (3100) where after enjoying a bottle of African beer together I collapsed in my tent and slept for twelve hours straight without even bothering about the empty air mattress.

Day number six was a relaxed four hour hike to Mweka Village where we waited for transportation back to Arusha. In the hotel we were all reunited, shared our experiences and had our first decent meal and shower since six days. Our flights home left from Nairobi so on Saturday morning we boarded a bus, crossed the Tanzanian/Kenian border and enjoyed the African scenery for four hours. After a farewell lunch at the airport we all went our own way. Having reached the summit of the highest mountain in Africa after so much preparation and effort surely felt great!



OUTLOOK FROM THE TOP The altitude and scenery made the view literally breathtaking

... more sports

Liquid Ladies

■ **"Naisten Kymppi"** is Finland's biggest sporting event for women in which everyone can participate on their own terms. It is not a competition – everyone entering the finish line is a winner – and attracts more than 15 000 female runners, joggers, walkers and Nordic walkers of all ages every year. It was however the first time for five of our colleagues from Finland. On May 21, 2006, Nina Kreander, Eeve-Mari Lantta and Nina Savonen (Kotka terminal) as well as Mare Vaarmann-Lehtonen and Tanja Piensalmi persistently conquered the 10 km long distance of the track. They not only enjoyed the beautiful scenery, but also the colorful entertain-



THE "LIQUID LADIES" TEAM – Female colleagues from Finland took part in the country's biggest sporting event for women

ment by bands and other performers along the way. Of course they also participated in the dressing contest fitted out with funny t-shirts, helmets and football socks. Even though the liquid ladies didn't win the fashion competition, they had so much fun that day that they decided to take part next year again. Also in the fashion part – but then with something much funnier... **Keep on running, liquid ladies!**

Ghent Mountainbike Trip



■ **Although the grey and rainy morning** of Saturday March 25, 2006 was not very appealing to get up early and go for a mountain bike trip, all 27 participants turned up – willing to defy the elements and ride the second Oiltanking Ghent Mountain bike Trip. Luc Van Wijnsberge, initiator of this trip for colleagues and their partners, supplied provisions and road maps and guided the group through the open fields of Zomergem, East-Flanders. The advanced mountain bikers chose a track of 38 kilometers, the untrained (or realistic?) ones had 20 kilometers to go. It was a great opportunity to get closer acquainted with old and new colleagues and their partners and it was interesting to meet them in another environment and in different outfits than during working hours: riding a mountain bike, covered with mud, some of them groaning and gasping for breath, others impressing by their excellent physical condition. Faithful to OTG tradition, this sports activity was closed with a cosy chat, hot soup and sandwiches. And with a great feeling of satisfaction, the Oiltankers could start the rest of the weekend. **Keep on track, Oiltankers!**

"Run for Leo"

■ **On April 23, 2006** Oiltanking Antwerp was well represented in the 21st edition of the "Antwerp 10 miles". This track runs through the historic city and rushes the runners through the Waaslandtunnel to the Left bank. It is one of the most popular city runs in Belgium with more than 10.000 participants. In memory of their colleague Leo van Tichelen, who died in a tragic accident on November 23, 2005, and had been working with the company for 13 years, the Oiltanking Antwerp sport enthusiasts competed with the motto "Run for Leo". Leo van Tichelen was an endurance runner (see also "Connections Vol.17/2, "Ultra Marathon").

Several competitions of 250 km are on his list of awards. In the spirit of "Run for Leo" Oiltankers tried to bridge the distance in four competitions of various distances. The brave ones in the 10 miles Run, the others in the 5 km Short Run or Ladies Run and last but not least the children in the Kids Run. In total 21 sportsmen (well trained or not) participated – but do also not forget the countless colleagues supporting, taking pictures or carrying water. For most of them it was a very exhausting Sunday, but after all it was for a good cause.

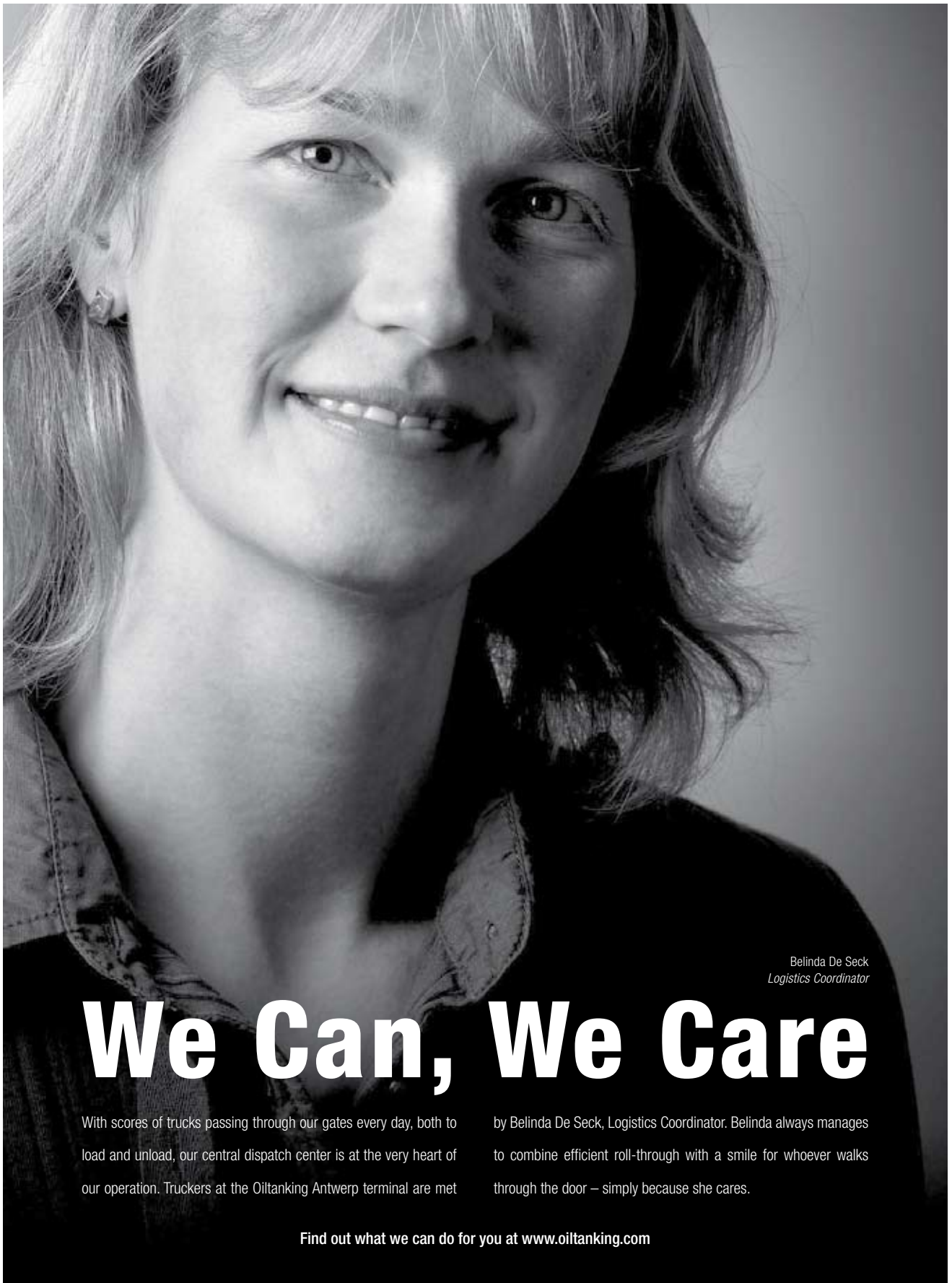
Keep the "Run for Leo"-spirit!



Leo van Tichelen



OILTANKERS from the Antwerp terminal dedicated the run to Leo



Belinda De Seck
Logistics Coordinator

We Can, We Care

With scores of trucks passing through our gates every day, both to load and unload, our central dispatch center is at the very heart of our operation. Truckers at the Oiltanking Antwerp terminal are met

by Belinda De Seck, Logistics Coordinator. Belinda always manages to combine efficient roll-through with a smile for whoever walks through the door – simply because she cares.

Find out what we can do for you at www.oiltanking.com

INTERVIEW Belinda de Seck, who works as Logistics Coordinator at Oiltanking Antwerp, Belgium, is one of the current worldwide Oiltanking employees who's face will represent Oiltanking in its recently launched new advertising campaign 'We can, we care'. **Here we cast the person behind this friendly face.**

WHAT DID YOU WANT TO BE WHEN YOU GREW UP? When I grew up, I always dreamed of having a company of my own. The kind of company didn't really matter. **HOW DO YOU FIND OUT ABOUT OT? WHAT ATTRACTED YOU?** I read an advertisement from Oiltanking in the local newspaper and I was attracted to working in a chemical storage company because they are known for their innovative ideas. **HOW LONG HAVE YOU BEEN WORKING FOR OT?** I have been working five years for OT. **WHAT DO YOU LIKE ON YOUR JOB?** The social aspect and the diversity of the tasks I have to do. **HOW WOULD YOU DESCRIBE YOURSELF IN A SHORT SENTENCE?** I am a patient, creative, independent person but also a team-player who can deal with responsibility. **WHAT INSPIRES YOU?** I am inspired by the will of learning new things. **HOW DO YOU RECHARGE?** By having a good dinner and having fun. **WHAT DO YOU DO IN YOUR SPARE TIME?** Playing tennis, shopping and enjoying life with my boyfriend and my daughter. **DO YOU HAVE A HOBBY?** Playing tennis and riding my bike. **THREE THINGS YOU LIKE?** Respect, chocolate, practical jokes. **AND THE THREE YOU DISLIKE?** Negative people, smoking, traffic jams. **WHAT MAKES YOU LAUGH AND WHAT MAKES YOU ANGRY?** My boyfriend and my daughter make me smile, but I feel vexed by unfair people. **WHAT KIND OF ARTICLE YOU ABSOLUTELY COULD NOT DO WITHOUT?** Chocolate and Coca Cola – I just love them. **WHAT WOULD YOU DO IF YOU HAD 3 MONTHS OF VACATION?** I'd like to travel around the world and see different places.

■ **Oiltanking's business** has become more and more commoditized over the years. The ability of Oiltanking to differentiate itself from its competitors will mostly depend on how its employees can react to "stressful" situations and their attitude when going the "extra mile". In order to underline how crucial the employees are for the success of the company, Oiltanking will assign them a special role in the new "We Can", "We Care" campaign.

The new message is build around a framework of the following key words: Know-how, Professionalism, Expertise, Personal service, Individual attention, "We try harder"-attitude, Training, Caring. With these key words Oiltanking wants to respond to different customers' needs. Customers should feel that they can relax and take care of other pressing matters without extra worries while Oiltanking takes care of their products: "Relax, sit back, no worries". Oiltanking also wants to impart that it possesses the necessary expertise and is a highly capable, respected, professional as well as reliable company. In addition, customers should be aware of the fact that Oiltanking puts great emphasis on customer satisfaction. When working with Oiltanking, customers will not be treated as numbers but will receive individual attention and service – world-wide.

In order not to distract from the unique message of the new corporate campaign – the previous was colourful and sometimes playful – "We can, we care" will now be printed in black and white, showing a close-up of one of the Oiltanking colleagues. The persons on the pictures have been carefully selected and perform different tasks in the various regions where the Oiltanking group operates. The new advertisements will be published in special interest magazines (Chemical Week, ISIS, Petroleum Economist and Hazardous Cargo Bulletin) alternating the different images with effect of June 19, 2006.

While the text (the so-called copy) will be translated into the local language, the message (so-called claim) itself will not

... We Cast

For the past few years Oiltanking had a very successful and unique advertising campaign. Beginning in 2006 a totally **different approach** was launched that said good-bye to the abstract concept of the previous campaign and stressed real world actions.

be touched and shall only appear in English. In summary, the new ad will reflect Oiltanking as a global, service-oriented organisation that offers the precise know-how and conducts business with a "we can, we care" attitude. A bonus attached to the use of the slogan is generated by the secondary meaning of the verb "can". Next to "being able to", it also signifies "to put something in a can". One can picture Oiltanking's storage tanks as huge cans, thus even here a playful touch in a little wordplay.

HOUSTON

Bye-bye Lou

■ **After 25 years with Oiltanking**, Lou Tittle has turned in his hard hat for a golf visor and a fishing pole. Lou has been a major part of the tremendous growth that Oiltanking has enjoyed in the USA.

Before he became President of Oiltanking North America, he spent most of his career in engineering and was COO for several years. Lou's pragmatic approach to engineering problems and his leadership will be missed. Together with his wife Colleen and his colleagues he celebrated his career with a Retirement Party on June 2, 2006. As he is an avid sportsman he can now use his own bass boat on the days that the golf course is closed! Cheers!



LOU TITTLE (right) and Don Welsh, colleagues for many years

Good-bye – From the Middle English for "God be with ye"



FARE-WELL DINNER Leddy Evangelista (third from right), terminal manager, thanked their team for their effort during the last 5 years

VENEZUELA

... and thank you very much!

■ **After five years of successfully operating** the Petrochemical Jetty in José, Venezuela, Consorcio Tecnoconsult Oiltanking transferred the operations to owner PEQUIVEN on April 30, 2006. For strategic reasons this company decided not to extend the former contract and will operate the jetty themselves in the future.

Thus, together with Tecnoconsult, Oiltanking's supportive and reliable joint venture partner in Venezuela, the contract was successfully concluded. The hardware was left behind but the memories of the crew and the satisfaction of having done a great job as was realized by clients and suppliers alike will remain with us for a long time. Oiltanking hopes to come back with other business in Venezuela in the near future. And, qui sa? (Who knows)

Meeting after meeting ...

... does this sound familiar to you? Also Oiltankers have been busy gathering. It may look as if they chose fancy locations just to have fun but a closer look reveals that these meetings are actually work and also encourage bonding.



BUILDING A RAFT How to lead off... ...and how to continue?



SHOWDOWN Raft testing and racing



The winner team of captain Joerg Walter (third from right)

OT GOES MEDITERRANEAN... Also on Oiltanking's annual agenda is the so-called Spring Meeting. Mid May 2006 78 Oiltankers met in Marbella, Spain, in order to summarize last year's events and to talk about safety management and future projects.

Part of the meeting though is always reserved for a social event which not only demands creativity and flexibility but also skills. This time colleagues split up into several teams to

build a raft. They were given some "play money" to buy the necessary materials such as tubes, ropes, tape, tie wraps and boards, which had to be spent wisely. They also had to work under time pressure. After construction the test phase began: Would the raft float and if so will it be fast? After several (test and race) runs the team of captain Joerg Walter turned out to be the fastest. This outdoor team building exercise was followed by a traditional Spanish dinner.



OILTANKERS know how to ring the bell!

OT GOES MOUNTAIN... This year the Oiltanking Chemical Meeting was held in Park City, Utah/USA, end of March. The city became world-famous because of its proximity to Salt Lake City where the Olympic Games took place in 2002.

No wonder that the Oiltankers after two days of discussing hot issues like new developments, projects and trends within OT and the market, were keen on meeting the cool environment of this terrific ski region – known as the best of the whole country.

"Professional" leisure skiers as well as brave beginners agreed that this year's gathering was as good and smooth as skiing on new fallen snow.



THE TRADITIONAL WAY TO EAT THE HERRING

with one's head tilted back and mouth gaping open, whereupon the fish held by the tail is lowered in. Herring can also be eaten on a bread roll, with or without chopped onions or pickled gherkins (zure bommen). Just a matter of taste! Also at Oiltanking Amsterdam the long awaited Hollandse Nieuwe was welcomed with a cheer. On June 14, 2006, all colleagues and contractors enjoyed eating the new herring – all in all 170 herrings – and liked this year's quality! It was worth waiting for.

Hollandse Nieuwe Young Herring



Herring is a curious kind of fish.

They don't eat all winter long. Whereas with springtime approaching and the water temperature rising, from April until mid May the herring then starts eating plankton (which develops in the same period) and fattens up. Lots of sun means lots of food for the herring - so fishermen watch the weather even more closely during this part of the year. Usually in May or June the herring will have fattened enough but not formed any roe yet. The 'Hollandse Nieuwe' (Dutch New) is the first herring that is caught in season. The first barrel of Herring is usually auctioned to the highest bidder every year on May 30, the so-called "Vlaggetjesdag" (all fishing ships are decorated with flags). Before that date it is not allowed to sell "Hollandse Nieuwe"! Unfortunately, this year the weather was too cold, meaning the herring hadn't reached the minimum requirement of 16 percent fat "in time". Therefore, for the first time in history the herring season had to be postponed. Finally on June 14 the long awaited "Hollandse Nieuwe" arrived. The first barrel was auctioned for Euro 75000,00 and thus the herring season was officially declared open. This year the money raised by the auction was donated to the Diabetic Fund for research.

The herring can not be sold just like that – it needs delicate handling. Before the "Hollandse Nieuwe" is allowed to hit the market it must be gutted, ripened, salted and filleted in the

traditional Dutch way ("haringkaken": a method invented in 1380 by Willem Beukelzoon van Biervliet). During gutting, the gills, intestines and throat of the herring are removed. The pancreas remains as it helps the herring ripen. The salting "cooks" the herring, so it is not truly raw when you eat it, though it looks like it. Yet, not all herrings can be called 'Hollandse Nieuwe' or 'maatjesharing' (young herring). The amount of fat in the herring changes in the lapse of a year. During these different fat phases, the uses of the herring change too. Herring caught in August through October is smoked, marinated or turned into roll mop (rolmops in Dutch). The hard roe of the herring is partly exported to Japan where it is a veritable delicacy.



HERRING These small oily fish, are not only very tasty but also healthy, and can be found in shallow waters of the North Atlantic and Baltic Sea



... and action!

Try to solve our riddle and don't miss the chance to win! Please send your entries to: connections@oiltanking.com, or contact us by post: Oiltanking GmbH, Connections Team, Admiralitaetstrasse 55, 20459 Hamburg, Germany or by fax: +49(0)40 370 99 499

CONGRATULATIONS

Quiz solution

It didn't take long before the right solutions of our readers came "flying in". Our thanks go to all of you and our congratulations to Ms Cecilia Blando, OT Ebytem, who will soon receive her thermo mug for her entry: **Nest of a weaver bird!**

Baya Weaver is one of the best-known birds in India and its fame lies in its architectural genius. They descend to Navghar terminal, Mumbai/India, in early June in order to mate and leave by early November. A male Baya is dressed in bright yellow and chocolate brown, appearing more like a warrior than an architect. In his bright mating attire he starts the frantic activity of nest building by the first drop of monsoon rains in early June. With his frisky legs and conical beak he cuts off strips from palm trees and carries them to the nest site. The little winged architect toils to make a retort shaped nest which, once completed, will be a magnificent piece of architectural achievement with a separate area reserved as egg chamber. Lady Baya chooses the more unobtrusive attire of dull brown and is difficult to please.



The hard working male Baya has to perform an incorrigible flirt, while frantically beating his wings and screeching love notes to his ladylove. Once convinced, the female Baya also chips in with some interior decoration of the nest. The male will finish it, will mate and leave the nest to the lady Baya and, ... will proceed to make another nest. Some of the nests are double and triple storied.

Bird Watchers

■ **At Schiphol Airport, Amsterdam/The Netherlands**, so-called border collies are on duty as barking scarecrows from early morning until sunset in the winter season. As the feathered birds are not afraid of airplanes and consider the area around the airport as a sort of oasis, they represent a significant danger to the metal birds. Especially during the autumn and winter seasons Schiphol appears literally black with migrant birds. Sometimes up to 50 buzzards can be spotted there. But as birds are afraid of dogs and don't dare to come back easily knowing that dogs are around, the four "airport-border collies" are very successful in their job. The idea of using border collies comes from Canada where it was proven that these sheep dogs are ideal for this kind of work: they like to run, are very energetic and can be trained to follow the very detailed commands. Chasing away the birds with the help of border collies is one part of a total package Schiphol Airport uses in order to discourage the stay of unwanted birds. There



was also a particular grass sown that birds don't like and 24 hours a day professional birdwatchers keep their eyes on the runways in order to keep them safe.

PHOTOS: OILTANKING (1), SCHIPHOL GROUP (1)



QUIZ

Guess the picture!

Once more we'd like to present you a picture. At first glance you might think it an ancient monument but don't let your thoughts sink too much into the palace idea - it isn't at all. Rather it's a huge ... tank! However there remain some questions. **Q1:** What could be stored in it? **Q2:** Where to find this building? **Q3:** How is it called?

We look forward to the deluge of entries and wish you good luck with your attempts to win our new Oiltanking backpack (only three right answers qualify for the prize)!