

# A Flight of Dragons

**SINGAPORE** Each year the Jurong Town Council in Singapore organizes "The Dragon Boat" races in which all the companies located on Jurong Island can compete against each other. The races are held off the coast of the Island. This was of course a challenge Oiltanking couldn't resist!



So with a lot of diligence we started to organize ourselves. First we needed a team and naturally each team needs a captain. Volunteers from the chemical terminal and the petroleum terminal formed the team. The captaincy was appointed to Oiltanking's biggest man in Singapore: Marc Tesselaar. Also known as "The Iron Man!"

Even though we had organized ourselves in a swift and orderly fashion with flashy orange outfits, Oiltanking life jackets, and banners, we still needed to fulfil one crucial aspect: the training.

So training we did! We got together to have a practice session and learn what it feels like to sit in one of these boats. Let me tell you, it is tough! One boat takes ten people, two on each

bench, and one helmsman. The benches are quite tiny and are just big enough for two persons. The correct technique of Dragon Boat racing is to hold the oar to the side of your body, one hand on the lower part of the handle and the other hand on the top of the handle. You press the oar downward with the top hand and guide it back with the other. Does it sound easy? It's not! After forty five seconds your body screams out for you to stop! It is not a natural movement for the body and rowing all together in one rhythm is an art of its own. And, of course, key to this sport is for all rowers to keep the same rhythm. In total we managed to squeeze in four training sessions before the big day.



Rowing in the «Oiltanking Dragon Boat» all together in one rhythm is an art of it's own.



After the Race: The great team effort was rewarded with the second place.

On racing day our team arrived as one of the first. So we took this opportunity to walk around and impress the opposition with our professional outfits and looks. We did not have a clue how we would do in the races. There were six flights in the first round in which a number of teams with the fastest times would proceed to the next flight. The teams had to row over a 150-meter distance in each heat. As we were in flight six we had quite some time to analyse the strategies of the other groups. When it was the Oiltanking turn, we set our minds to it and powered the boat forward to finish second and with a good time. Good enough! We made it to the next round! In the next flight we had the same experience. To our surprise we

**»Credit must be given to the great support from our colleagues and families who came down to cheer us on.«**

were actually progressing to the next round each time. We made it to the finals where we were up against five other teams. At the starting line it is always difficult to position yourself. The best tactic is to lay a few yards behind the starting line and then slowly start rowing and time it in such a way that the boat is at full speed just when the starting shot is fired. If executed correctly, this gives a tremendous advantage over your opponents. Unfortunately we did not time it right! But to

make up for our poor start we rowed like mad men and eventually managed to finish as runners up.

It was a fantastic day and a great team effort put in by everyone. And for sure we will be back next year to chase that first place!! – Douglas van der Wiel

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# connections

MOVING LIQUIDS: EVENTS AND INSIGHTS

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Oiltanking Malta – 10 years celebration • A Flight of Dragons • Connections in Education • Oiltanking expands in ARA Region ...

## OT HOUSTON CONTINUES TO GROW

**HOUSTON** Oiltanking Houston (OTH) recently began the construction of the largest tankproject in the thirty years of its history.

Actually the tank building program consists of two separate projects that will result in an additional 1,380k bbls (219,000 cbm). 780k bbl (124,000 cbm) of the tanks will be utilized for crude oil throughputs and 600k bbls (95,000 cbm) for chemical feedstocks. The crude oil tanks will be in-service in April 2003. This expansion will be supported by an increase in guaranteed throughputs and the tanks will enhance Oiltanking's ability to handle "spot" cargoes. The size of the two new crude tanks is 390k bbl (62,000 cbm) each, which by the way is the largest tanksize ever built within the entire Oiltanking system! ...*(See on Page 3)*

## The Tiger is released



The Argentinean Oiltanking team is prepared to continue exploring every single new opportunity despite the existing difficult economic situation in Argentina. (From left to right, standing): Julio Tellechea, Andres Bereilh, Jorge Redivo, Martin Redivo, German Perez Nielsen, and Don Drescher. Sitting (left to right): Valeria Moore, Virginia Traverso, and Holger Donath.

# The Tiger is released

Oiltanking's so-called Tiger project idea was already conceived in 1995. Finally in August 2002 it was commissioned and on October 15, 2002, Oiltanking celebrated the successful start-up of this new long-range pipeline system that will provide 100 percent of the crude oil supply to the Esso (Exxon Mobil) refinery in the city of Campana, Argentina. This pipeline is the longest pipeline built, owned, and operated by Oiltanking in its worldwide logistics network so far.



The new facility includes a new storage terminal with a total of 60,000 cbm of storage capacity, a complete pump station with a capacity of up to 20,000 cbm/day, and a 167 km long 22 inch diameter pipeline linking the new tank terminal with Esso's refinery in Campana.

An intense feeling of accomplishment and happy emotions surrounded the event. The reasons were obvious for all Oiltanking colleagues, friends and business partners who attended the inauguration ceremony. Argentina has been going through a deep crisis in the last 12 months, but the effort of the partners in this project, Esso, Repsol-YPF and Oiltanking made it possible to finish it despite all the hurdles encountered.

The facilities include a new storage terminal outside the town of Brandsen with a total of 60,000 cbm of storage capacity, a complete pump station with a capacity of up to 20,000 cbm/day, and a 167 km long 22 inch diameter pipeline linking the new tank terminal with Esso's refinery in Campana. Commissioning of the facilities commenced in mid July 2002 and continuous operation started on August 15, 2002. The installations include a multi-stage state of the art wastewater treatment plant as well as radar based tank level measurement technology and a 24-hour online pipeline integrity monitoring for a safe operation. All the components are integrated in an advanced SCADA\* system, which allows for control and operation of the facilities both from Brandsen and Oiltanking's existing facility in Puerto Rosales, 500 km away.

The new facilities are an important link in the already well developed logistical chain which is capable of supplying all of the feedstock requirements for the three major refineries around the city of Buenos Aires, which together account for two thirds of the refining capacity of Argentina.

Holger Donath, Tiger Project Manager, welcomed the invitees at the inauguration ceremony. Following, Julio Tellechea,

Oiltanking's Director for Latin America, congratulated in his speech the technical team, including the subcontractors Techint and Intec Engineering, who managed to build the facilities with an excellent safety record and despite various non economic related complications, like the extremely heavy rainfalls during most of the year 2001.

In an environment where several companies have left or are about to leave their investment positions in Argentina,

**»... THE FASTEST WAY TO OVERCOME THIS MAJOR CRISIS IN ARGENTINA IS PULLING TOGETHER, IN WHATEVER INDUSTRY ONE IS INVOLVED.«**

Oiltanking has decided to stay, and the message is clear: Oiltanking believes in a better future, and that the fastest way to overcome this major crisis in Argentina is pulling together, in whatever industry one is involved. Therefore Julio Tellechea stressed Oiltanking's commitment to continue supporting Argentina's logistics network, despite the difficult economic situation. He also pointed out that Oiltanking is actively seeking new projects both in Argentina and in the rest of Latin America.

*\*The SCADA system:* SCADA stands for Supervisory Control and Data Acquisition. Basically it is a software package that reads all the variables from the field, like temperatures, pressures, flows, volumes, etc. and they are all processed together. Through a Man-Machine-Interface the operator can control all the variables. This allows remote operation and control of all facilities.

## OT HOUSTON CONTINUES TO GROW



Building a new tank: Pouring and vibrating almost simultaneously.

...(Continued from first page) The crude oil battery will now have over 3.5 million bbl (556,000 cbm) of tankage with pipeline connections to several local refineries and terminals. In late May 2003 the chemical feedstock tanks will be in service as well. With this additional 600k bbls (95,000 cbm) of new feedstock tankage, OTH's chemical feedstock battery will have grown from barely 750k bbls (119,000 cbm) of capacity in 1997 to over 2.5 million (397.000 cbm) in 2003.

OTH currently has two pipeline connections to major ethylene producers and is working on other projects that may increase its connectivity. In addition OTH is pursuing storage projects for other chemical feedstocks. This pursuit hopefully will increase OTH's already extensive share of the chemical feedstock market and further define OTH as a critical "junction" for feedstock traders and processors.

# Oiltanking expands in ARA Region

**TERNEUZEN / HOLLAND** Oiltanking offers the petroleum and chemical industry in the major North Sea market already the capability to store and handle a wide range of products in the Amsterdam terminal and in two terminals in Belgium, in Ghent and Antwerp.

Now, Oiltanking complements its service in the so-called ARA region (Amsterdam/Rotterdam/Antwerp) with a 15 year storage agreement that had been signed between Dow Benelux BV and Oiltanking Terneuzen B.V., on October 23, 2002.

This agreement will lead to the construction of a new independent and state of the art chemical storage terminal on the Mosselbanken, a 110 hectares site located near the mouth of the river Scheldt. With this strategic location the terminal



*Signing the contract* (from left to right): Gerard van Harten (Site leader and president of the board of directors of Dow Terneuzen), Jaap Bos (leader site infrastructure development of Dow Terneuzen) - standing, Gust Spaepen (Managing Director OT Antwerp), Wim Lokhorst (Managing Director OT) and Jan Philippen (Managing Director of Zeeland Seaports).

will become a perfect gateway in the middle of the Amsterdam-Rotterdam-Antwerp (ARA) region. It will be owned, managed and operated by Oiltanking under the name of Oiltanking Terneuzen BV as a fully independent facility and thus not only serving Dow's requirements but also those of third parties.

The new terminal will be located next to the new Westerschelde tunnel, to be opened early 2003. Thus the site has not only access to deep-sea port facilities for vessels up to 100,000 dwt but will also have road- and rail access and will provide congestion free connections with international road- and rail networks. While the terminal eventually will have a maximum capacity of 400,000 cbm, in the first phase 156,000 cbm will be built, with tank sizes ranging from 1,000 up to 20,000 cbm. All tanks will be of the "cup tank"\* type.

An extensive pipeline network will be constructed, connecting the terminal with Dow's installations. Within the initial phase 12,000 cbm tank capacity is included to serve other customers. Stainless and mild steel as well as low-pressure tanks will be available, all equipped with a dedicated connection to both the jetties and the loading racks for tanktrucks and railcars.

The total investment of the first phase, which will be commissioned in September 2004, amounts to € 60,000,000. The new terminal will be in a prime position to offer direct logistic services to producers located in the area and hence further improve the attractiveness of the Mosselbanken site for chemical producers. For Oiltanking the Terneuzen terminal, together with the already existing terminals in Ghent and Antwerp, means an even more versatile and flexible storage service for its ARA customers.

\**Cup tank*: Each storage tank is surrounded by a metal wall (a-tank-in-a-tank, which serves as containment area in case of leakage). The cup tank design replaces bund walls resulting in less surface occupation for a tank farm.



*Yke Vermeiden* (right), Chairman of the foundation, while delivering two ambulances to the hospital.

laundry room and the heating system. Washing machines, dryers, kitchen equipment and a transport bus for the children were all delivered by the foundation.

The school was supported with educational material, from colored paper and finger paint to educational games, musical instruments and equipment for gymnastics. In addition material as curtains, carpets and wall paint and a small bus to transport the children were donated.

In total about € 350,000 were donated in goods and money during the time of the support. Thus, amongst others, Oiltanking has been instrumental in helping the foundation during all these years. Now after 10 years the foundation,

**»THE FOUNDATION WOULD VERY MUCH LIKE TO THANK ALL SUPPORTERS ON BEHALF OF ALL THE ORPHANS, ILL AND DISABLED CHILDREN OF KLAIPEDA.«**

## CHARITY

# When Friends Grow-Up

**KLAIPEDA** An orphanage and children's hospital in a very poor condition,

that's what Yke Vermeiden, Managing Director Oiltanking Amsterdam, found 10 years ago in Klaipeda, Lithuania and that was the reason why the foundation "Friends of the Orphanage and Children's Hospital" was initiated. During these 10 years Oiltanking and Oiltanking's friends have helped in all possible ways: with the so needed personal, moral and political support as well as with material gifts. The hospital was fitted with a complete new kitchen; ambulances were needed as badly as hospital beds, wheelchairs and a variety of hospital equipment were donated. Each year € 10,000 worth of medication was sent. The orphanage received children clothing, toys, items from baby soap and powder to toothpaste but also money for large renovations of the bathrooms, toilets, the

*For these children,* toys and medicines could be delivered and their living conditions were improved enormously.



Together with the already existing terminals in Amsterdam, Ghent and Antwerp, the new terminal in Terneuzen complements Oiltanking's service in the ARA region.



# (OT) KIDS GO INTERNATIONAL

The younger the kids the easier they learn languages and adapt to other cultures. Therefore Peter Schömann, OT GmbH, and his wife had the idea to make it possible for their children (6 and 8 years old, though still in primary school) to live and learn some weeks abroad.



**Mastering new challenges:** Annika (far right) and Maïke (third from the left) Schömann (aged 8 and 6) with classmates in the "Deutsche Schule" in Temuco, Chile.

As their kids have some basic knowledge of the Spanish language and knew the Chilean city Temuco and its (German) school from prior vacations, the place where to go to was not the problem. However, to find a family that really would care for the young girls, with a daughter of the same age and at least one family member speaking some German, were the most important issues. With the help of friends and relatives two families were found. Thus, during the German summer holidays in 2002 the kids traveled to Chile. The first two weeks the family spent their vacations together in Temuco/Chile visiting the host families, buying the school uniforms and visiting friends. Then the two girls moved for four weeks to their guest-families,

while their mother stayed in town just in case. The experiment was a challenge for both children: guest-families, foreign language, new school, and classmates. But they always received a warm welcome and adapted well to the new environment. Of course, four weeks were too short to considerably improve their Spanish but they had a good time and learned a lot.

When Peter Schömann mentioned the family's experiment dur-

**Your kids want to go international too?** Then please let us know your kid's age and desire and we will try to co-ordinate: [peter.schoemann@oiltanking.com](mailto:peter.schoemann@oiltanking.com)

ing the last Oiltanking Spring Meeting, his colleagues agreed that Oiltanking's international presence could be advantageous to families interested in a similar program.



A somewhat different interpretation of sand castle but not less interesting is what Rita sent, an ice sculpture. It was created by a woman in Timmins, Ontario, for their winter carnival 2002.



Stefan saw this sand castle on the beach in Timmendorf, Germany. It's a representation of down-town Luebeck, a historical German town.

## COMPETITION

### AND THE WINNER IS...

In the last issue we invited you to send us pictures of sand castles that you have seen during your vacation or when ever.

Our congratulations go to Rita Jurgeleit, Marquard & Bahls AG, and Stefan Roessle, Kontrapunkt event marketing. Let's have a look why the Connections team selected their pictures as the very best and will reward them with a surprise gift within the next days.

# 10 years celebration

**BIRZEBBUGIA / MALTA** Oiltanking Malta started operations in 1992, the first vessel handled was the AP Moeller on March 28, 1992. After 10 years of operation in excess of around 25 million tonnes and 2,497 ships were handled.



**Proud of 10 years of operation** (from left to right): Yke Vermeiden (Managing Director Oiltanking Amsterdam), Soenke Stein (Oiltanking Malta Managing Director), Klaus P. Trinks (previous Managing Director Oiltanking Malta), Onno Handels (Director Oil Logistics Oiltanking GmbH), Reynold Portelli (Oiltanking Malta Director - Malta Freeport), Coen Huebner (Oiltanking Amsterdam), Joe Bugeja (Oiltanking Malta Director - Malta Freeport).

This occasion was celebrated with our joint venture partners Malta Freeport Corporation and with all the people who in one way or the other are connected to our business and give us their valuable support all year round. As part of the 10th anniversary celebrations, Oiltanking Malta, presented Mrs Yanica Galea, a 11 year old from Birzebbugia with a much needed new wheelchair which is apart from day to day use suitable for sport activity.

A reception was held on the 3rd of December 2002 at the Corinthia Room in one of the prestigious hotels on Malta. The reception was very well attended with around 400 guests, including two members of the Maltese government, the Board of Directors of Oiltanking Malta, and Mr Klaus Trinks, first Managing Director of Oiltanking Malta who handed over his position to Soenke Stein at the end of 2001.

The Minister for Economic Services, Professor Josef Bonnici said a few words for the occasion and complimented Oiltanking with its support to the economy of Malta and its important role as Mediterranean liquid bulk hub.

The reception was a very nice occasion for all people that normally work with each other and maybe only exchange business topics by telephone and now could put a face to the



**Discussing new ideas** (from left to right): Joe Bugeja (Oiltanking Malta Director - Malta Freeport), Minister Josef Bonnici (Minister for Economic Services), Minister John Dalli (Minister for Finance) and Soenke Stein (Oiltanking Malta Managing Director).

voice. Especially it was nice to see so many representatives of the pilots, mooring men, shipping agents, suppliers and service providers. »The event proved to be a successful and enjoyable evening indeed!«



## Your Letters, Email and Faxes

Contact us by mail: [connections@oiltanking.com](mailto:connections@oiltanking.com), by post: Oiltanking GmbH, Connections Team, Admiralitaetstrasse 55, D-20459 Hamburg, Germany or by fax: +49 (040) 370 99 499

## SOW-PARADE

*In our last issue we published an article about the international Cow-Parades. Guess what took already place in Lueneburg, Germany, a small town close to our Corporate Center in 2000?*

This time sows were used as a canvas. Why sows? An old fable says that it has been a wild boar which discovered the so-called Solequelle, a salt source in Lueneburg. From then on the economical prosperity of the town was bound up with the salt. Remembering the tradition the city fathers honored "The Sow" with the invention of the "Sow Parade". Thus artistically decorated sows dominated the medieval townscape linking the past with the present.



*As strong as Obelix: Sow Keilerix*

## Flower Power

Last October the bi-annual Oiltanking profit center gathering was held in Noordwijk, a small sea-side town in Holland. Before the daily meeting some early birds decided to visit the famous flower auction situated in Aalsmeer, a 20 minute drive from their hotel. At the so-called Aalsmeer Flower Auction more than 19 million flowers and 2 million plants are sold each day.

**W**ith its total floor area of more than 846,000 m<sup>2</sup> the size of the auction building is comparable to some 140 football fields. This means the auction is housed in one of the largest commercial buildings in the world. Broadly speaking, the auction building can be divided into two parts: the auction area and the buyers' area. In the auction area you'll find the supply from the growers. Here, products are kept in refrigerated rooms until they are auctioned. The area contains also five auctions rooms and the distribution halls. Visitors can observe the entire auction process for cut flowers from the visitors' gallery. In the buyers' section, more than 300 exporters and

wholesale companies have a packing area where the flowers are packed and made ready for shipping after purchase.

While pot-plants and garden plants are delivered during the day for the next day auctioning, flowers will arrive in the evening and all night long.

Finally at 6:30 a.m. the auction starts and continues until everything has been sold.

Which is usually within two hours.

According to the Dutch auction the lights around the auction clock edge run back from 100 to 1. These lights indicate the price. The clock, therefore, runs from the highest to the lowest price, which is always per unit – i.e. per single flower or plant. If the light indicates the price that a buyer is willing to pay, he quickly pushes the button, stopping the clock at that price. If the number on his buyer's card appears on the clock face, it means that he was the first to push the button and, therefore, is the buyer. At that moment he tells the auctioneer – using the microphone on his buyer's bench – how much of the consignment he wants to purchase. If he only takes a portion of the consignment, the remainder is put up again for auction. In addition it's also possible to take part in the auction process from a distance. Online, a buyer can bid on the lots he sees on his screen.

A total of nearly 12,000 people are employed at the Auction and guarantee a quick transaction, and, thanks to the modern computer system, 50,000 transactions are executed every day. After the auction the consignments are loaded in trucks and planes immediately. Thus it is possible that flowers and plants which have been auctioned in the morning in Aalsmeer, are already for sale the same evening or the next morning in flower shops anywhere in the world.



Roses - in two hundred varieties - are the most important product groups of the Aalsmeer Flower Auction.

able. Most articles are far too specialized, full of jargon and, as a consequence, only accessible to those acquainted with a particular industry. The same holds true for the corporate magazines I get through my husband (Dick Blom, gasoil broker, of Barony Oil Products B.V. at Dordrecht, Holland). I must say Connections, which he receives on account of his business contact with Oiltanking Amsterdam, is a pleasant exception, for I have often found articles of a sufficient level of difficulty in it that were quite understandable to outsiders and, therefore, fit to be used in class.

## Connections in Education

Everyone knows Connections to be an informative magazine for both Oiltanking staff and relations throughout the world. However, it turns out that it serves yet another purpose – an educational one.

**S**ometimes articles from Connections are used as material for exercises or even as examination texts (in an edited form) at Schoevers Opleidingen, the reputable Dutch private school that once started as a secretarial college but which has developed into a school of further and higher education in the field of business administration, for both female and male students. It was Mrs. Janny Blom, English teacher at Schoevers' Rotterdam branch, who introduced Connections there. "I continually need good business articles of general interest to train students in writing summaries, but they are hard to find", she says. "I spend much time searching in all kinds of economic papers and magazines, but what I find in them is hardly ever suit-

**»SO EVERY TIME THE LATEST ISSUE OF CONNECTIONS FALLS ONTO THE DOORMAT, IT'S MINE«**, Mrs. Janny Blom, English teacher



Mrs. Blom with a group of ESA students (European School of Administration) training for executive positions in international business and institutions.

## The Other Way of Having a Conference

Last August people from OT GmbH and OT Germany went for a day to Schmilau, a small village near Hamburg.



**D**uring the excursion they not only could admire old railway wagons but also had to prove their conference ability beyond the office environment sitting on funny conference bikes (5 people in a circle). Bikes with handlebars and pedals in the wrong direction required the capacity to think different. In order to build team spirit beyond screens and office walls the colleagues were divided into three groups and boarded three hand lever trolleys. Some of the most motivated and strongest colleagues started to push and pull the levers. Despite 32 °C (90 F), millions of mosquitoes and houseflies which bothered the crews, the journey of 3,5 km to Hollenbek through the Lauenburgische landscape began really fast! After 600 meters a little dog ran after the last trolley and our colleagues decided to stop and pick him up. From then on the teams had an Oiltanking mascot with them. The 3,5 km back were much easier as it was downhill and everybody was hungry. Finally they had a wonderful barbeque in the old fashioned station, exhausted but quite satisfied that they had proven to be able to handle these outdoor challenges together as well.



**New power experience:** Using the hand lever trolley.

**New conference experience:** sitting on a conference bike.