

Sweet burden

In some countries it's a tradition that the newly wed husband has to carry his wife through the doorway. Well, this is only a few footsteps and the groom can take his time. But what about carrying your wife over a 253.5 meters-long arduous race track full of impediments, including sand-, grass- and water obstacles (about one meter deep)?

■ **The only snag** is that the contestant has to carry his wife on his back, in order to win her weight in beer. We are talking about the Wife Carrying World Championship in Sonkajarvi, Finland, which attracts a large number of worldwide competitors every year since its beginning 13 years ago. This sportive competition also revives Finnish tradition: Back in the late 1800's a brigand called Rosvo-Ronkainen lived in this area. He was said to have accepted in his troops only those men who proved their worth on a challenging track. In those days, it was a common practice to steal women from neighboring villages. Of course, nowadays a few rules apply: The two most important ones are that all participants must have fun and that the winner is the couple completing the course in the shortest time. The wife to be carried may be the own one, the neighbor's one or just a girl crazy enough to participate. The minimum weight of the wife has to be 49 kilos – if it is less, the wife will be burdened with such a heavy rucksack that the total weight to be carried equals 49 kilos. If a contestant drops his wife, the couple will be fined with 15 seconds per drop. The contestants run the race two at a time, so each heat is a contest in itself.

The wife, instead of riding traditionally piggy-back style, rides upside down on the runner's back with her legs slung over his shoulders for a maximum speed. Do you like to participate next year? Just e-mail to:

eukonkanto@sonkajarvi.fi



connections

MOVING LIQUIDS: EVENTS AND INSIGHTS

DECEMBER 2004
VOL.16 NO.2



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TEXAS CITY

New stake in Texas

With its bulk liquid terminals in Houston (Texas) and Beaumont (Texas) Oiltanking has a long history of rendering first class services to the petroleum and chemical industry in the US Gulf Coast market.

■ **The recent acquisition** of a chemical terminal in Texas City (Texas) underlines Oiltanking's ambition to realize further growth in North America. Oiltanking now has an important presence in the world's three main chemical hubs: ARA (Antwerp), Singapore and Houston (Texas City). Effective July 1, 2004 Oiltanking purchased the Union Carbide Marine Terminal in Texas City from Union Carbide, a subsidiary of the Dow Chemical Company. (Continued on page 4)

Farewell Party



***Huib Jansen, together with his wife** surrounded by some of his colleagues at his farewell party in Singapore on September 09, 2004. After 15 years in Singapore the Managing Director of Oiltanking Singapore/Oiltanking Seraya and CEO of Oiltanking Odjell Terminal Singapore will take over the responsibilities as Managing Director of Oiltanking Antwerp/Ghent and Terneuzen from Gust Spaepen.



Some of our Argentinean colleagues who celebrated Oiltanking's ten years in Argentina as well as their own 10 years jubilee within the company.

ARGENTINA

Persistency pays

Despite impediments and difficult economic situations in the past, our OT team in Argentina has achieved much success and continues its series of successful operating years while celebrate its 10 year.

■ **It was a beautiful autumn day**, crisp cold but sunny and clear. The big white tent looked small compared with the huge white tanks, a big vessel was quietly unloading through the monobuoy; honoring the country's tradition and famous beef, a barbecue was slowly grilling. It was the perfect setting for a special day. On April 29th over a hundred people gathered at the Puerto Rosales terminal to celebrate Oiltanking's 10 years in Argentina. Most of the employees were present, including the Brandsen and Buenos Aires staff; retired employees had also been invited together with clients, suppliers and local authorities. Before having lunch a group of guests powered out to the monobuoy in a motorboat. Julio Tellechea, Oiltanking EBYTEM's current president, gave a short speech pointing out the importance of the employees'

joint efforts which had allowed the company to achieve high standards of development through all these years. He also mentioned that Oiltanking was eager to expand its business in the country and the region, thus new opportunities were being looked into. After that, Mr. Tellechea gave out certificates to the 32 employees who had been working for 10 years with the Company.

OT ARGENTINIA - SHAREHOLDING

Oiltanking landed in Argentina in 1994 when the group acquired 51 percent of EBYTEM's shares; in 1996 another 19 percent of the shares were purchased, leading today's 70 percent shares for Oiltanking and 30 percent of the shares for YPF.

INTERVIEW

Known face on new stage

On October 1, Gust Spaepen, former managing director of OT Ghent, OT Antwerp and OT Terneuzen started as the new Managing Director of OT GmbH. With fifteen years experience in the industry and eight years with Oiltanking he knows what the storage business is all about. Our interview reflects some of his personality and his ideas.



Gust Spaepen

CONNECTIONS: Has OT changed during the time you are with the company?

GUST SPAEPEN: Yes and no. OT has grown rapidly, has started in new countries and has entered new markets, e.g. chemicals. As a consequence OT needed a lot of new people. So, yes there has been change. Nevertheless, OT's culture and atmosphere has remained unchanged, namely: pragmatic, entrepreneurial, customer oriented, a can-do attitude and.... room for humor!

What has been the toughest challenge in your business experience?

I have just started my biggest challenge last October 1 and it's still too early to comment on it. But apart from this, I am quite fond of what we achieved at OT Terneuzen together with DOW.

Do you think it has advantages or disadvantages being promoted to this job from within the organization?

It is a benefit because the acceptance within the group is already at the desired level. In addition, knowing the company culture and most of the key people proves to be advantageous. A potential disadvantage could be to take certain customs for granted and not questioning them enough. But knowing my colleagues, the true risk here is minimal. As always, they will be critical and always looking for improvements.

What is your aim for OT's future?

It is my intention to preserve the OT culture, to continue its growth strategy and to make sure that we remain to be seen by our customer base as a professional service company offering excellent quality.

Is your family staying with you in Hamburg or are they still in Antwerp?

My wife and two daughters are still in Antwerp. We plan to move the family to Hamburg next summer when the school year is finished.

What will you miss most from your previous place of work and living?

As Hamburg is close enough to Antwerp/Ghent the absence of friends and relatives is not a real loss. I guess, once my family and I have found a house (with a guest bedroom) we will have plenty of people visiting us.

What do you like to do in your spare time?

I don't have any big time hobbies but I like reading, gardening, and playing tennis. I plan to take up horse riding again once my girls are more advanced in their lessons so we can go for countryside trips.

GUST SPAEPEN

After having finished the nautical college in Antwerp, Belgium, Gust Spaepen went to sea for seven years and sailed mainly on tankers. In 1989 he joined Gamatex, now OT Antwerp - this is pure coincidence and there was no planning from his part. In 1996 Spaepen started as a Commercial Manager for OT Ghent and became General Manager there in 2000. As of 2001 he continued managing OT Ghent and OT Antwerp as Managing Director. The local terminal group now includes the third terminal OT Terneuzen, currently under construction and expected to start-up in mid 2005.

New stake in Texas

■ (Continued from first page) The terminal has been renamed Oiltanking Texas City. Dow had elected to sell the Texas City marine terminal as part of its policy to give priority to invest in manufacturing assets as opposed to logistics assets. Consequently Dow initiated discussions with Oiltanking with the recognition that a leading service provider would be best equipped to maximize the full potential of the terminal through careful investment and operational expertise.

Texas City is located south of Houston, the largest chemical production location world-wide, just off the entrance of the Houston Ship Channel. The Port of Texas City is seen as an important "port of call" within the Gulf of Mexico by parcel tanker operators. Through a long term Terminal Service Agreement concluded in conjunction with the terminal purchase, Oiltanking Texas City will continue

for many more years to be the marine, truck and railcar outlet for the Dow plant next door. The storage capacity of 340,000 cbm is primarily geared for the handling of chemicals but also consists of gas storage facilities and more sizeable tanks suited well for the storage of petroleum products. The terminal has 20 acres of land available for expansion. The facility has two vessel docks with 40 feet (12.2 meters) of draft, seven barge docks, five truck racks and 23 tank car-loading spots.

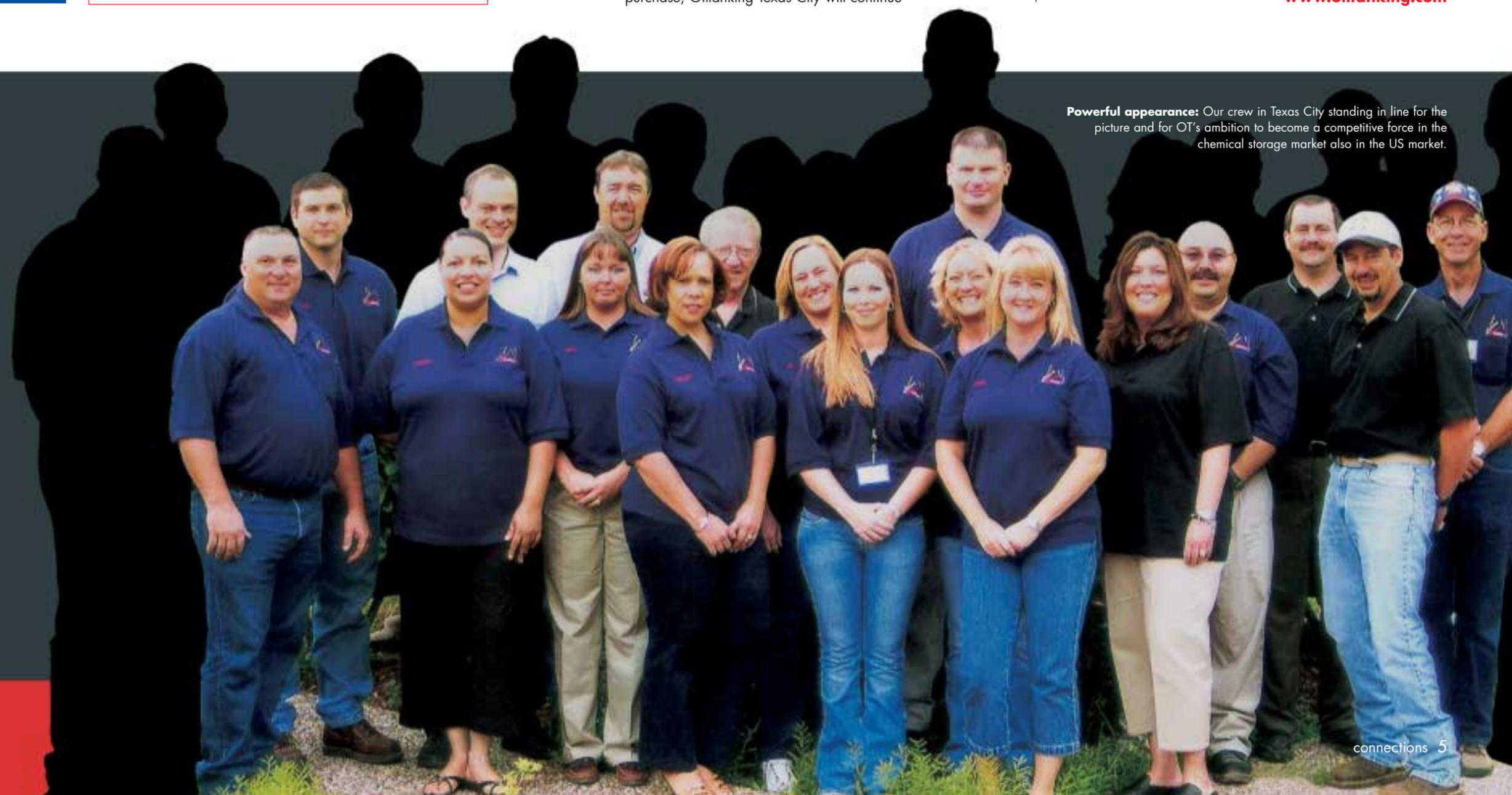
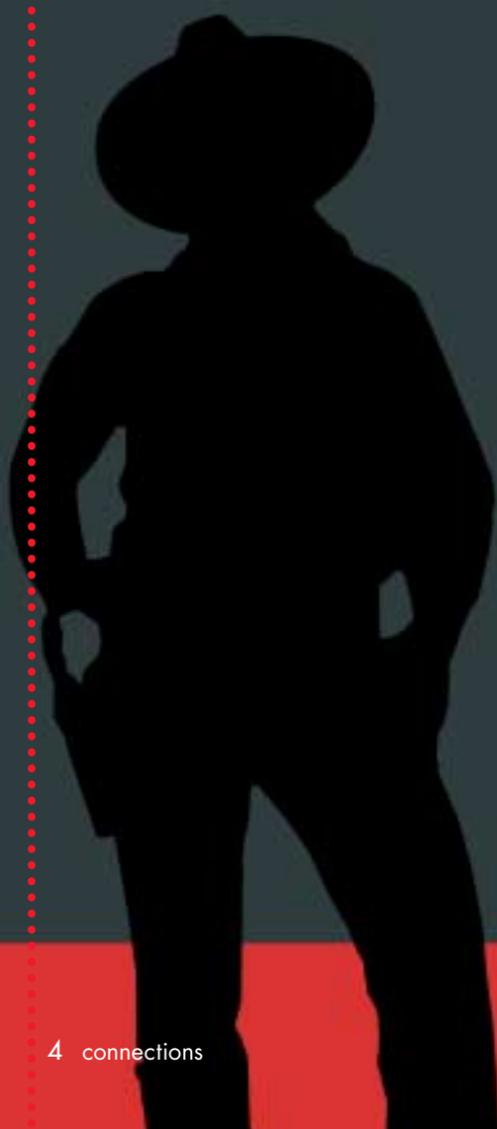
Oiltanking Texas City is located in the middle of an industrial complex which includes BP, Marathon and Valero refineries as well as important chemical manufacturing plants such as BP Chemical, Sterling Chemical and Dow. For more information about Oiltanking Texas, please visit our website:

www.oiltanking.com



TEXAS CITY FACTS

Texas City was originally called Shoal Point and is located along the Upper Texas Gulf in Galveston County. Its real growth began in 1891 when financiers from Minnesota purchased this site for real estate, rail, and port development. Today Texas City covers some 122 square miles with an elevation of 12 feet. It is the 11th largest seaport in the United States. Together with its twin city La Marque it not only shares heritage but also business: oil refineries, chemical plants, a tin smelter, metal, grain, cotton, sulfur, petroleum and chemical products. Besides, both towns are pleasant residential areas.



Powerful appearance: Our crew in Texas City standing in line for the picture and for OT's ambition to become a competitive force in the chemical storage market also in the US market.

Pets at our terminals

Could a world of storage facilities for oil, chemicals and other bulk liquids be an animal kingdom too? Look at some of our terminals where colleagues proved that they are not only dedicated to their jobs but also have a heart for animals.



Beaumont/Texas

■ If there is something typical for Texas then it is cows. So guess on which site of Oiltanking this picture was taken: Beaumont/TX, Houston/TX or Texas City/TX?

Malta

■ *STATIC* enjoys the warm sun of Malta and also knows how to persuade our colleagues to give her some food when she feels like a snack.



Netherlands

■ *MOUSE*, just became proud mother of seven tiny kittens with wonderful blue eyes like her mother. She used to be a wild cat strolling around the terminal but has now been tamed by the tasty food supply of lunch leftovers from our colleagues.



■ *PORTIA*, Ad Overdulve's* dog almost belongs to the team at OT Amsterdam as her master brings her quite often to the office. Then she is lying cozily in her basket under Ad's desk or she enthusiastically accompanies him on his tour around the terminal. Special task for Portia: she carefully looks after her tiny friends the kittens.

Peru

■ No matter who's shift it is: the gorgeous looking llamas *BETINA* and *BETO* are true members of the terminal team in Cusco.



Argentina

■ "Animals" of a very special kind can be found on the shore 65 km away from our terminal in Puerto Rosales. Fossil footprints of the megatherium, a bear like creature. The animal became extinct about 12,000 years ago.



Germany

■ Our staff at the terminal in Honau just loves their "natural" cute lawn mowers.





Finally – We are in the Middle East!

OMAN

Promising port

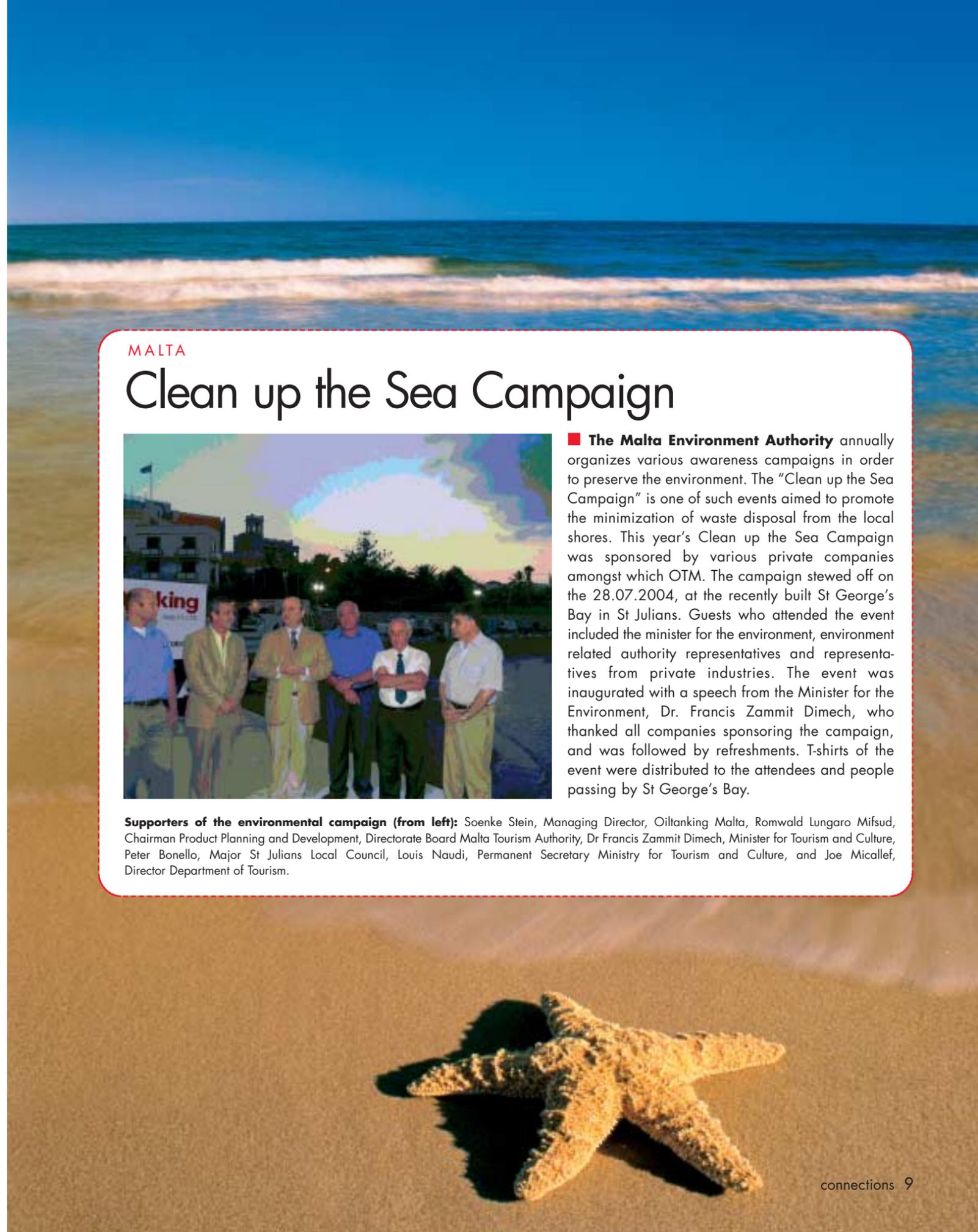
■ **Oiltanking has been selected**, after a thorough bid process to hold the exclusive Jetty and Independent Tank Terminal license for the new Port of Sohar in Sohar, Oman, the legendary home of Sindbad the sailor. SOHAR INDUSTRIAL PORT COMPANY (SIPC), Joint Venture between the Sultanate of Oman and the the Port of Rotterdam is constructing a world class port that will be the home of up to \$8 billion of oil, gas and chemical investment. This license will provide Oiltanking, along with our partner Odjell, the exclusive rights to provide loading/unloading operation, terminal management and potential terminal/jetty investment. Start-up activities are currently managed by Raf van Steenbergen. Operations will commence in late 2006. More news to come on this exciting new development in the next few months.



UNITED ARAB EMIRATES

A rising Star

■ **The newest terminal** to be added to our portfolio is located in the port of Jebel Ali, 30kms from Dubai, United Arab Emirates. Oiltanking has acquired a shareholding in Star Energy Resources Limited (SERL), which owns and operates the 610k cbm storage terminal in the U.A.E.. The terminal, which comprises 23 tanks, two dedicated jetties as well as a truck loading rack, was commissioned in 1988 and has been expanded in four successive phases. The terminal will be rebranded "Star Energy Oiltanking". To strengthen the commercial performance of the terminal, Coen Huebner will be joining the management team, leaving his Amsterdam position for the sunny beaches of the Middle East.



MALTA

Clean up the Sea Campaign



■ **The Malta Environment Authority** annually organizes various awareness campaigns in order to preserve the environment. The "Clean up the Sea Campaign" is one of such events aimed to promote the minimization of waste disposal from the local shores. This year's Clean up the Sea Campaign was sponsored by various private companies amongst which OTM. The campaign stewed off on the 28.07.2004, at the recently built St George's Bay in St Julians. Guests who attended the event included the minister for the environment, environment related authority representatives and representatives from private industries. The event was inaugurated with a speech from the Minister for the Environment, Dr. Francis Zammit Dimech, who thanked all companies sponsoring the campaign, and was followed by refreshments. T-shirts of the event were distributed to the attendees and people passing by St George's Bay.

Supporters of the environmental campaign (from left): Soenke Stein, Managing Director, Oiltanking Malta, Romwald Lungaro Mifsud, Chairman Product Planning and Development, Directorate Board Malta Tourism Authority, Dr Francis Zammit Dimech, Minister for Tourism and Culture, Peter Bonello, Major St Julians Local Council, Louis Naudi, Permanent Secretary Ministry for Tourism and Culture, and Joe Micallef, Director Department of Tourism.





MARKETING

The Cover Story

Do you know anybody with the name Joe Bezzina? If you don't live in Malta most probably not, but in case you meet him his face will definitely look familiar.

■ **Joe has become** the face of Oiltanking, representing more than 1.500 colleagues worldwide in our marketing brochures. Joe works as deputy shift leader with OT Malta. That fact that photogenic Joe's picture appears on OT's advertising materials was a lucky hit for OT. When the photo shooting took place three years ago it happened to be Joe's shift, who was on duty and they were not even posing for the picture. Joe says that he never imagined he was going to be chosen to appear on so many printed copies and become famous. Of course, business partners and friends in Malta do recognize him and pass remarks regarding his picture but, we are glad that Joe still does not need a bodyguard, a driver or anything of the like that a lot of celebrities deem necessary. Instead, Joe likes the tranquility and relaxation of fishing, mainly at night, especially during summer. When the catching is good he continues until sunrise.

At home, even though he is the only male representative in his family, Joe prefers to play the caring part instead of the daring. He is very proud of his three lovely ladies: his wife and his two daughters (14, 8).

THE 5 MINUTES INTERVIEW

CONNECTIONS: **What do you think are the most important qualities for working as a shift leader?**

JOE BEZZINA: Having good relations with your superiors, being efficient, and safety first while working. Be gentle in your approach towards people and treat your crewmembers equally.

What do you like the most at your place of work?

I like the most when I'm on vessels discussing about operations that are going to be performed.

What makes you nervous?

The most things that make me nervous are carelessness, bad manners, and people who don't accept other opinions. People who are rude make me feel very uncomfortable, too.

What do you do in your spare time?

I do odd jobs around the house, cooking and exploring my computer.

"The guy behind the picture":
Joe Bezzina who has been working for OT Malta for ten years and could celebrate his 10th anniversary with the company in April 2004. He is the face of OT's marketing materials.

SINGAPORE

„double banking“ at OOTS

During the first week of May 2004 the first "double banking" operation took place alongside berths 11 and 12 of Oiltanking-Odfjell Singapore Terminal (OOTS). This was a first for OOTS as well as for the Port of Singapore.

■ **The evaluation showed a successful operation** due to a good cooperation between both the Odfjell vessels and the OOTS operators. Prior to construction, OOTS designed her berth 11 deliberately up to 60,000 DWT in order to facilitate two vessels alongside for direct ship-to-ship transfers. It took OOTS however 2 years of active lobbying but fortunately the Maritime Port Authority of Singapore finally approved the submitted plans during April 2004. The approval is a welcome addition to our existing shore pipeline system connecting berths 11 and 12. This enables OOTS to mirror image the double banking activities that currently take place at Karimun (located just outside Singapore in Indonesian waters) where 2

feeder vessels often receive product from the deep-sea vessel as they are moored on both sides at the same time.

All major market players in the bulk chemical liquid shipping industry perceive Singapore as one of the logistic hubs for the Asia-Pacific region together with the Ulsan area in South Korea. Especially for Southeast Asia Singapore has an important break-of-bulk function. These players all have showed an interest to reroute these direct ship-to-ship transfer activities alongside the berths of OOTS within Singapore waters due to the potential increase in efficiency that can be achieved. The obvious main driver is a decrease in time spent in Singapore.



The possibility of double banking at OOTS means more efficiency and quicker dispatch for vessels.

Don't worry, be ...

■ **Fortunately there is also** a bright side in life and things that make us laugh. Recently, an experiment conducted in Britain revealed that people from different parts of the world have fundamentally different senses of humor and that men and women have decidedly different tastes. The LaughLab research, carried out by psychologist Dr Richard Wiseman (University of Hertfordshire) has collected more than 40,000 jokes and attracted almost two million ratings (from "not very funny" to "very funny") by people around the world who were invited to judge jokes on an Internet site as well as to contribute their own. According to Wiseman humor is vital to communication: "The more we understand about how people's culture and background affects their sense of humor, the more we will be able to communicate effectively."



And what's the winning joke? A couple of New Jersey hunters are out in the woods when one of them falls to the ground. He doesn't seem to be breathing, his eyes are rolled back in his head. The other guy whips out his cell phone and calls the emergency services. He gasps to the operator: "My friend is dead! What can I do?" The operator, in a calm soothing voice says: "Just

Paolo Bugeja, OT Malta, knows laughing is the best medicine.

take it easy. I can help. First, let's make sure he's dead." There is a silence, then a shot is heard. The guy's voice comes back on the line. He says: "OK, now what?"

So why did the hunters joke perform so well? Dr Wiseman explains that this one had a universal appeal – to men and women, young and old alike, across many different countries. The hunters joke contains three elements which are very important for tickling the fun bones:

1. one feels superior to the stupid hunter
2. one realizes the incongruity of him understanding the operator and
3. the joke helps to laugh about the concern about their own mortality.

Even though a lot of people may like this joke the Connections Team found this one more hilarious: *Sherlock Holmes and Dr Watson are going camping. They pitch their tent under the stars and go to sleep. Sometime in the middle of the night Holmes wakes Watson up. "Watson, look up at the stars, and tell me what you deduce." Watson says, "I see millions of stars and even if a few of those are planets, it's quite likely there are some planets like Earth, and if there are a few planets like Earth out there, there might be life." Holmes replied: "Watson, you idiot, somebody stole our tent!"*

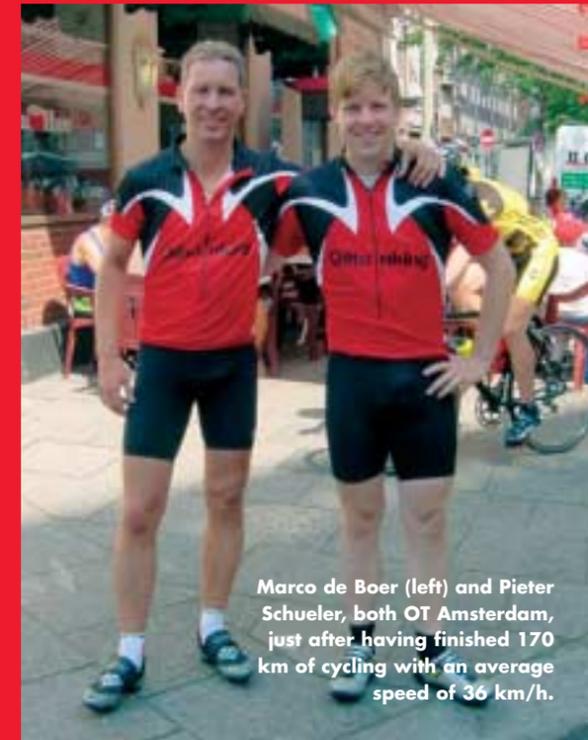
Of course, we would like to conduct our own research what makes our readers laugh and share our results with you in the next issue. All your funny jokes are welcome! Please send your entry per e-mail: connections@oiltanking.com or by post: Oiltanking GmbH, Connections Team, Admiralitaetstrasse 55, 20459 Hamburg, Germany or by fax: +49(0)40 370 99 499

Pedals & Paddles

Once more Connections goes in for sports presenting some of our active colleagues who strained their muscles indefatigable and proved that sport has a high fun factor.

HEW-Cyclastics

■ **The world-cup race** "HEW-Cyclastics" is one of the 10 most important one-day-races world-wide and annually takes place in Hamburg, Germany. And just before the international crème de la crème of professional cyclists started on August 1, 2004, 14,000 "every bodies" were allowed to race 55 km, 120 km or even 170 km of the same track: among those, Marco de Boer and Pieter Schueler, two of our colleagues from OT Amsterdam. Before joining the race both cycled approximately 3,000 km to be in perfect shape. Their passion for cycling and for this event made them decide already to take part in the race again next year. And they better register soon: this year the starting licenses were sold out within 4 weeks time. Just two weeks after the race in Hamburg Marco and Pieter were cycling again: this time 235 km in the Belgian hills in the pouring rain. They really must love cycling!



Marco de Boer (left) and Pieter Schueler, both OT Amsterdam, just after having finished 170 km of cycling with an average speed of 36 km/h.

Keep on hitting the pedals, Marco & Pieter!

At the helm

■ **On August 11, 2004**, eleven Oiltankers exchanged their desk for a canoe. Kay Schlette, OT GmbH, organized this outing where some colleagues had to demonstrate that they could manage to row a boat as a team in full harmony while others had to paddle on their own. Some first time canoeists experienced that this sport looks easier than it actually is and found it difficult to keep their balance and sail a straight course – thus causing a lot of laughter, fun and splash. Who's wet outside, should get wet inside as well, isn't it? That's why beer and cheese sandwiches were the perfect closure for a successful afternoon out.

Keep on wetting the paddles, Oiltankers!





It's your turn now!

This time we have a lot of questions to you: How smart are you? What makes you angry? Did you say "Yes" to someone special? And what about a "Junior"?

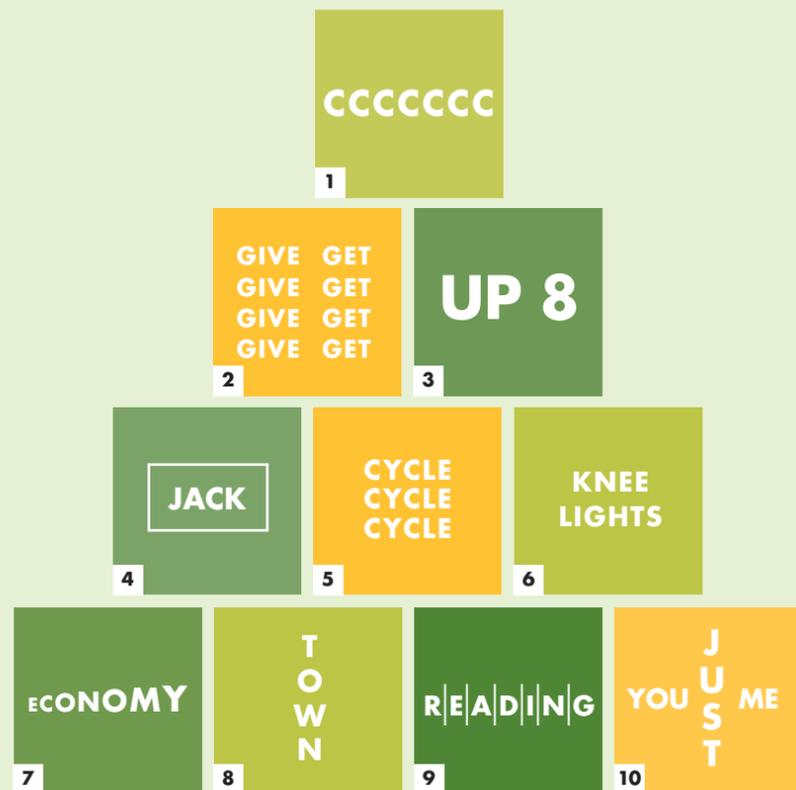
Nevertheless, we hope you will be as cooperative as always and will just swamp us with your entries. Please contact us by e-mail: connections@oiltanking.com or by post: Oiltanking GmbH, Connections Team, "Quiz", Admiralitaetstrasse 55, 20459 Hamburg, Germany or by fax: +49(0)40 370 99 499.

NEW QUIZ

How smart are you?

■ **We once more would like to train** your brain cells. This time with a quiz where you have to think "around the corners". We hope you enjoy it and are looking forward to receiving your solutions.

- 1 -----
- 2 -----
- 3 -----
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- 6 -----
- 7 -----
- 8 -----
- 9 -----
- 10 -----



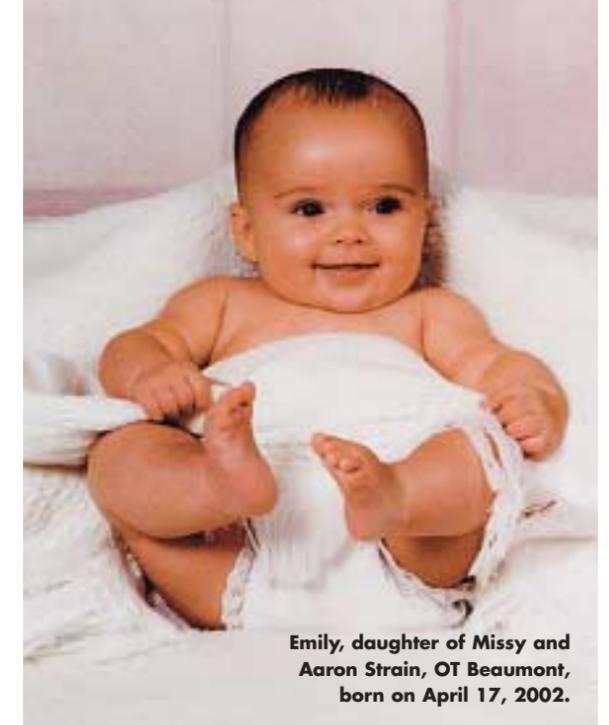
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I'DO'S & GOO-GOO'S NO.6

Lovebirds and Storks

■ **It's about time to review again** who got married and where the "stork" has brought tiny bundles of joy within the Oiltanking family. For the next issue and "I'do's & Goo-Goo's No.6" we are collecting wedding pictures and baby pictures taken in 2003, 2004 and begin 2005. We hope you will help us by sending in yours!



Emily, daughter of Missy and Aaron Strain, OT Beaumont, born on April 17, 2002.

DON'T MISS!

Here is your chance: Vent your anger!

■ **Do you know** the kind of feeling when you think the anger crawls in your veins and you have the impression that your blood begins to boil because someone or something just drives you crazy? Something that should not have happened – especially not in that very moment, someone who asks the same question again and again, someone who pays with all his

small change in the queue in front of you, taking forever, when you are in a hurry? Sometimes these things are not worth fuss about but are extremely irritating that very moment. Well, here's the right medium to vent your anger - let us know what aggravates you most and hopefully you'll feel much better afterwards!

QUIZ SOLUTION

When to call

■ **Do you remember** that we were wondering when our colleague in Argentina has to initiate his telephone conference when he wants to get a hold on his German colleague, having lunch at noon, and their client in Beijing, China, leaving the office at 7 p.m.? We thank Kay Schlette, OT GmbH, who came up with the correct solution (GMT=Greenwich Mean Time): Beijing is GMT +8, Germany is GMT +1 (no daylight saving time in January) and Buenos Aires is GMT -3. In other words, if it is 7 p.m. in China, it's 12 o'clock in Germany and 8 a.m. in Argentina. Depending on the expected length of the call the Argentinean has to call his partners any time before 8 a.m. Congratulats Kay!

