

CONFERENCE REPORT

ECTA Annual Meeting, Hyatt Regency Hotel Dusseldorf, DE
22nd November 2012

“INTERMODAL SUPPLY CHAIN WITHIN EUROPE, ALLIED WITH RISK MANAGEMENT OF OUR SERVICES TO THE CUSTOMER and CEFIC’S CHEMICAL LOGISTICS VISION 2020”

ECTA MISSION STATEMENT

ECTA’s mission is to improve the standards of efficiency, safety and security as well as the environmental and social impacts of the transport and logistics of chemical goods in Europe.

The ECTA Annual Meeting was held at the prestigious hotel Hyatt Regency in Dusseldorf Germany with positive comments from members on the hotel and location.

The ECTA Annual Meeting was preceded by the Ordinary General Meeting of ECTA member companies. ECTA events offer you a high level forum where the owners, CEO’s and top managers of the chemical/transport industry come together and network to share their practical knowledge and “hands-on” best practices on safety, human resources, security and efficiency in chemical transport.

REPORT OF THE PRESIDENT AND MANAGING DIRECTOR

Introduction

The President welcomed all to the conference and mentioned that 106 attendees had registered, an excellent number when viewed



against the continuing economic situation that Europe and the rest of the World faces. It was also noted that 14 had registered from outside of the logistics industry which is very encouraging.

The President hoped that all would gain something from today’s meeting and conference. The President opened the conference by stating that the theme of this year’s conference was the Risk

Management of our business, coupled with the Intermodal views of Short Sea and Rail. At the same time we would be looking at Cefic’s Chemical Logistics vision of transport up to and including 2020.

Comment was made on a further year of consolidation for ECTA which will result in a positive P&L position at year end; this will result in the deficit of the past two years being removed from the balance sheet.

The Ordinary membership base rose by 9% for the year to date with an increase of 32% for Responsible Care membership. The strategy for 2013 will result in targeting +/- 100 companies for membership with an expected hit rate of 10 – 15%; enquiries in the pipeline so far look



promising for a continuation of the 2012 trend into 2013 for both categories.

The ECTA Board’s decision to expand the ordinary membership and Responsible Care membership base to additional sectors, being Tank Cleaning and Warehousing, did not materialise as expected with only existing members extending the RC approval to those who had tank cleaning or warehousing activities. This extension of Responsible Care will remain as an objective for the future, thereby extending RC to the total logistics supply chain. Once again showing external stakeholders and producers ECTA’s continuing commitment.

The President made comment on the continuing economic uncertainty that the industry faces and considered it critically important to keep communication lines of all players open in the supply chain to assist with any synergies that may be identified.

It was once again the considered opinion that 2013 would also be a challenging year as far as logistics was concerned and that greater efforts would be required to affect synergies and efficiency gains within the logistics transportation chain.

In this area ECTA have continued with the Industry Advisory Council (IAC) forum, with members from Producers, Cefic and LSP’s that meet on a regular basis to discuss pressing matters within the industry, and to see what actions can be formulated to overcome such situations.



ECTA continue to be an official partner to the Healthy Workplaces campaign on Risk Assessment organized by the European Agency

for Safety and Health at Work (EU-OSHA). The campaign aims at reducing work-related accidents and illness, by promoting risk assessment as the first step to a sustainable prevention culture.



To complement the above, the best practice guidelines that were completed during the year have been sent to EU-OSHA for publication on their website: “Best Practice Guidelines for the Safe Use of “Lined” Iso Box Containers for Movement of Dry Bulk Products” and “Best Practice Guidelines for the Safe Working at Height in the Chemical Logistics Supply Chain”.

Other guidelines when completed will also be published to the EU-OSHA site: “BBS Safe Driving” and “BBS Un/Loading”.

The above are targeting HSSE and efficiency gains improvement throughout the supply chain; once again members of these working groups are from both sides of the divide.

Once again the ongoing threat of increasing road taxes, coupled with CO2 taxes, is ever present.

The above, allied with pending legislation changes and other punitive measures, makes it imperative that the logistics industry is proactive in mitigating such onerous measures to maintain a competitive edge in the market place.



Responsible Care and membership update

The ECTA Managing Director then gave an update on the present position reference membership and Responsible Care membership and the revamped requirements for annual reporting of RC data and the expected receipt of facts and figures that are correct, rather than the experience of 2011 KPI's that had to be reworked. The revamped guidelines, forms and related paperwork can be accessed on www.ecta.com in the Responsible Care area.

At the same time updates on the operation and set up of the Technical & Responsible Care Committee were further explained highlighting the good cross section of expertise to cater for the ECTA and its members and the RC programme.

CONFERENCE

The conference agenda comprised five speakers from sectors such as Short Sea, Rail, Insurers (Risk Management) and Cefic with a vision paper for the industry up to 2020. The after dinner speaker would be speaking about Middle East developments and the impact on the European supply chain.

The conference commenced with a presentation on risk management of our business by Michael Yarwood of Thomas Miller (The TT Club) giving an overview of the issues



that confront members in the logistics supply chain and detailed requirements to meet not only legislation

requirements but also the everyday

Presentations are downloadable from ECTA website: www.ecta.com.
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requirements of sound good working practices. The presentation was well received with a number of lively questions being raised afterwards. See presentation on www.ecta.com.

The following two presentations were highlighting Rail and Short Sea operations; these once again raised a number of points that have an everyday impact on ECTA Members. See presentations on www.ecta.com.

Dinner Presentation by Leslie McCune, Chemical Management Resources Ltd

Leslie McCune gave a presentation on the Middle East and related implications for operators who chose to operate there, at the same time he also made pertinent remarks on the impact that the Middle East production of chemicals would have on the European market place as applicable to logistics, storage and distribution.

The presentation was well received by all members and once again a number of questions were raised. The presentation can be seen on www.ecta.com.



Conclusion

With 106 members and non-members attending, the Dusseldorf conference was considered to be successful with the format and themes, location and excellent networking opportunities.