



ECTA ANNUAL MEETING 2017

Thursday 23rd of November 2017

Hyatt Regency Düsseldorf, Düsseldorf, Germany

“The early beginnings of ECTA”

Paul Evertse, Former ECTA Board member

Ladies and Gentlemen, Members of the Board,

First of all I am honoured to be here at the celebration of your 20th anniversary and I must say I am also proud that an insight I had 22 years ago has led to this particular celebration today. Congratulations to all of you, members and board members for what you have achieved over the past 20 years, you have become an organisation that is making the difference in terms of Safety, Health and Environmental performance for your industry and you have become a recognised Responsible Care Partner for your customers within the European Chemical Industry. Again congratulations to all of you.

How did it start? In the early nineties I came back to Europe from an assignment in the USA, to become Distribution and Customer Supply Chain manager for ExxonMobil Chemical Europe.

With the job came also the responsibility to represent the company within the Cefic logistics committee and soon thereafter I was invited to become a member of the EPCA Logistics Committee.

In my job I was confronted with a situation of too many logistics service providers, too many safety incidents in the logistics chain and pressure from the business to reduce cost.

Within the Cefic logistics committee, as a chemical industry, our priorities as part of Responsible Care were amongst others: the ICE project, focussing on emergency response in case of incidents and accidents in the public area and setting up an assistance scheme amongst the chemical industry and their logistics service providers. Another major area was the development and implementation of Safety and Quality Assessment Systems. And here we worked together with several service providers in the different fields of logistics, such as deep sea marine, overland transport and storage. However cooperation was by invitation of individual companies who demonstrated a strong interest to differentiate themselves in the

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area of Safety , Health and Environment. It was not the most effective approach to get European wide buy-in and acceptance to these Safety and Quality Assessment Systems.

Therefore for deep and short sea bulk marine several Chemical Industry players developed and founded the Chemical Distribution Institute, led by the chemical industry with participation of marine service providers. We developed a very in depth SQAS system, as well we trained and certified the SQAS inspectors. I was founding chairman of this organisation in 1994 and that personal experience, though it could not be copied to the overland logistics service providers also contributed to the idea for an organisation like ECTA . Bulk marine was a global business with a limited number of players, your business was organised by country and also very fragmented.

However , I also had my hands full with the Exxonmobil logistics business and my aim to reduce the number of service providers and at the same time improve the performance in the area of Safety, Health and Environment. And if you succeed in that , you should also be able to drive the cost down. In that role I met with many of our service providers across Europe , discussing our goals but also listening to their concerns and ideas.

In October 1995, I was elected chairman of the EPCA logistics committee, the committee responsible for the program of the annual EPCA Logistics meeting, but also to initiate or sponsor projects in the interest of the Chemical Industry and their Logistics Service Providers.

Now I jump to spring 1996. One of my Dutch service providers invited me to a twice annually meeting between Dutch Chemical Industry representatives and their overland logistics service providers. The agenda was amongst others , apart from SQAS , focussed on developing common standards for the loading points in the Netherlands. When I questioned whether this would not be a subject for a broader application, in effect across European loading points , I got a very affirmative reaction from the service providers present at that meeting. They gave me several examples of different standards being applied by same company in different countries. An illustration, of in those days , a fragmented approach leading to higher cost but also a source for potential safety and environmental mishaps.

A lot of ideas started to develop in my head during the drive back to home in Belgium. The thought of similar meetings taking place in other European countries, gave me uneasy



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feelings, how could it be there was still a country by country approach towards solutions of common interest?

A few days later , meeting with Eric Yates then Secretary General of EPCA, I shared my experience of the meeting in the Netherlands and my idea of exploring establishing a European platform for overland logistics service providers under the umbrella of the European Petro Chemical Association.

The two of us brainstormed a list of potential objectives and subjects for such organisation, being:

- Provide a counterpart for Cefic on all issues related to Safety, Health and Environment for overland logistics.
- Provide a vehicle to increase acceptance as well as a way to optimize the use and results of SQAS
- Provide a forum to exchange information on incident and accident analysis lessons learned.
- Develop Best Practices in chemical logistics
- Address other issues of concern to the chemical industry , such as subcontracting
- SQAS self-assessment in preparation of SQAS Audits
- Work together with Cefic in joint working groups on subjects of common interest.
- Explore opportunities for optimisation between road , rail and inland waterways transportation and reduction of empty loads on the road.

And we also shared a vision:

This new organisation eventually becoming a Responsible Care Partner for the European Chemical Industry.

And here we have the beginning of ECTA, but still an intense journey towards October 1997, when ECTA was formally launched at the EPCA Logistics meeting in Barcelona. We had to gain support from the EPCA logistics committee , the EPCA Board and the Cefic logistics committee before even to approach the key players across Europe in overland logistics. Initial reactions were not overwhelming positive. Concerns about an overland logistics industry organised at

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European level,..... don't we rather deal with a fragmented industry from a cost perspective? Suppose they start to discuss our respective tenders. Our arguments on Safety, Health and the Environment tilted the balance the other direction. Eventually with good legal support to define the boundary conditions in line with European competition legislation, Eric and I got our go-ahead.

We used the EPCA logistics meeting in October 1996 to the maximum extent possible to gain support for establishing ECTA . Our aim , one or more service providers per country to sign up , we achieved in principle. We followed this up first half 1997 through working groups with service providers helping in defining shared objectives and initial working programs.

From all this we could conclude together with key players across Europe in the overland logistics industry that we were ready to launch a European Chemical Transport Association, initially called ECTRA , soon to become ECTA.

First Board meeting took place in Barcelona, October 1997, chaired by Huub van Gorp, he will share his thoughts and experience with you after the next dinner course.

The launch of ECTA was time for me to step back, being a chemical industry representative, however on your invitation I served on your Board for 8 years and through my membership of the Cefic logistics committee and my role on the EPCA logistics committee I was able to facilitate acceptance as well as getting the chemical industry to participate in the many working groups we had over the years.

Today ECTA is an independent standalone successful organisation, thanks to the contribution and time given by board members and many subject experts from your industry as well as the chemical industry, but let's keep in mind without the strong support given by EPCA, initially through Eric Yates and after his retirement for many years through Cathy Demeestere and her staff, we wouldn't be here today to celebrate the 20th anniversary of ECTA.

And now it is time to enjoy the next dinner course. Thank you.