



VAN OPDORP TRANSPORTGROEP



SINCE 1927



NEWS

“

“When I followed in my father and grandfather’s footsteps ten years ago, I could never have imagined how we would develop in this challenging and turbulent market. Thanks to the unbridled efforts of all our employees, we have always been able to offer you, the customer, the best. A lot has happened, and a lot more is going to happen. It is with great pride that I share our visions and ambitions with you, and I believe in growing: stronger together.”

”

Manon van Opdorp



VISION AND STRATEGY

As a specialist in road tanker, silo trailer and container transport, our strengths lie in just-in-time deliveries, specific loading and unloading procedures, high delivery reliability and bringing last-minute orders to a successful conclusion. We work together with you.



CLEANING FACILITY RENOVATION

One of the spearheads within our vision for the next two years is the further development of the Van Opdorp Transport group as a specialist in tanker cleaning. With the start of the renovation of our cleaning system, we have further strengthened this vision.

Dear relation,

Ten years ago, I was handed the reins to the Van Opdorp Transport group. Ten years in which at times we were forced to put on the brakes or had to accelerate. Our confidence in the future is paramount.

To realise ambitious plans, it is often essential to go back to the drawing board. Since our 90th anniversary celebrations in 2017, we have intensively considered questions such as Where are we? and What do we want to be better at? We would now like to share the results of this process with you. After all, we want to set the course for 100 years of the Van Opdorp Transport group together with you!

With kind regards,

Manon van Opdorp
director/owner

“ WE WANT TO SET THE COURSE FOR 100 YEARS OF THE VAN OPDORP TRANSPORT GROUP TOGETHER WITH YOU! ”



CUSTOMER VALUATION



Our drivers and planners have been working at a high-performance level for years now. Thanks to them, we have been scoring extremely high on our customer's important KPIs for several years; on-time loading and unloading with a reliability of 98% to 99%. We are very proud of that!

MISSION

Van Opdorp Transport group is the leading road tanker and silo trailer transport company within a radius of 700 km around the centrally located Sas van Gent. The company was founded in 1927 and today still is a family-operated business. We are a reliable partner and we stand for safety and high quality. Van Opdorp Transport group is an excellent employer. We continue to invest in the future and are flexible in response to the changing world of transport. This enables us to create value and continuity for our customers, our employees, our suppliers and our shareholder.

VISION

The Van Opdorp Transport group continues to develop as a specialist in road tanker, silo trailer and container transport in the feed, food and non-food industries, tanker cleaning and container storage. By being closely involved with our clients and partners, continuing to develop and responding to the needs of the market, we continue to grow.

STRATEGY

Van Opdorp Transport group: growth is not the goal, but the result of our thorough approach. We do not necessarily want to be the biggest, we want to be the best in our field. Our 120 skilled employees are proud and work with passion. Every day we work on how and where we can improve to always be the best business partner for our customers. We think in terms of possibilities. We have market experience and insight into our figures through our BI tool. By using mainly our own resources, realizing partnerships and employing independent contractors when required we achieve the highest level of quality. By continuing to invest in our employees, relations and equipment, we make the difference.

CULTURE ELEMENTS

QUALITY | SPECIALIST | PASSION | PRIDE



OUR TEAM

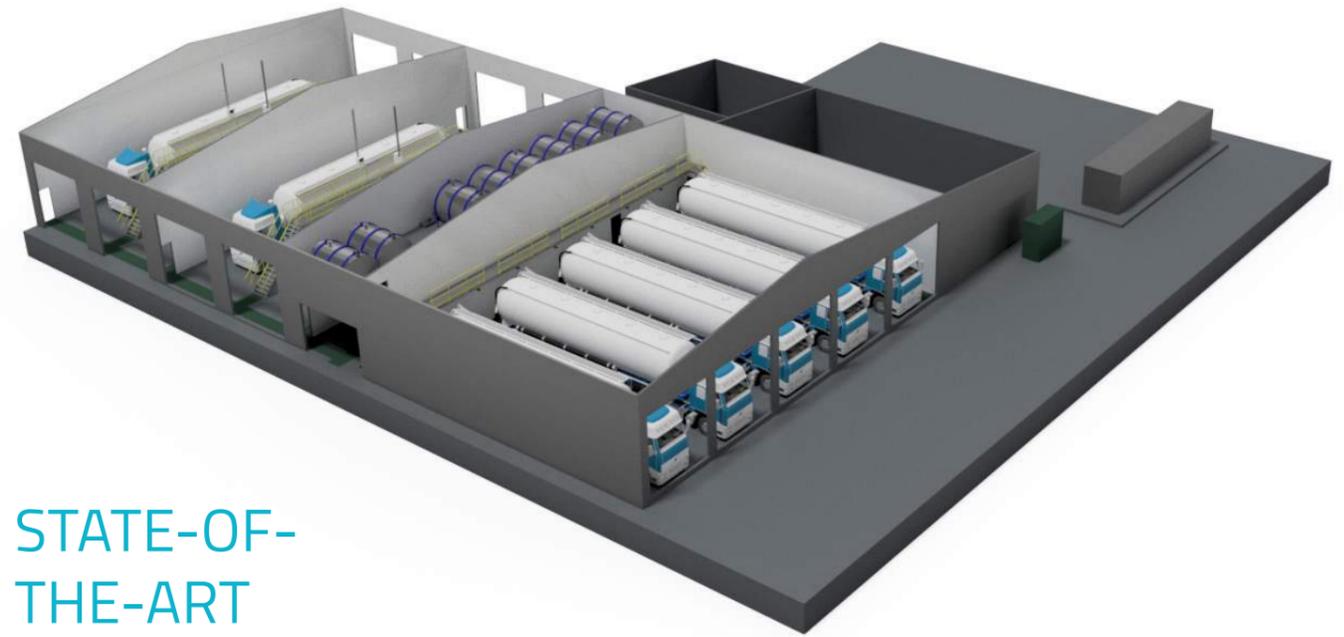
Every day 120 professionals are at your service. By being close to the customer, being flexible, delivering top quality, being an excellent employer and continuing to invest, we can create value and continuity. The policy within the Van Opdorp Transport group is to work with well-trained Dutch speaking drivers. Our team is our success factor. Through regular training, we invest in our human capital.



GINO VAN GOETHEM
COMMERCIAL
MANAGER

COMMERCIAL MANAGER

The current MT, consisting of Arnold Rouw (Financial Manager), Peter Wieland (Operational Manager), Henk Hamelink (Manager Project & Quality), Tamara Amian-Reunis (HR Manager), John Slis (Assistant Manager) and Manon van Opdorp (Director/Owner) will be expanded by the 1st of March with the addition of a Commercial Manager, Gino van Goethem. By strengthening ourselves commercially, we will be able to maintain a close relationship with our current and potential customers. Also, we strive to intensify further our collaborations in which we are mutually open to improvements and innovations and in which the quality of service and the degree of care are decisive.



STATE-OF-THE-ART CLEANING

Last September we started a thorough renovation of our cleaning facilities. We expect to open the updated cleaning station in mid-2019. Less lead time, cleaning by appointment, well-trained personnel, programmes tailored to product and/or customer, minimal environmental impact and an increase in the quality of our services are just a few of the advantages of the modernised cleaning station. The renovation requires an investment of approximately €2.2 million.

OUR FLEET

The Van Opdorp Transport group has a modern and equipped fleet of vehicles. Last year we purchased five new LAG silo trailers and had twelve LAG silo trailers overhauled. This year, the fleet of trucks has been partially replaced: eight Mercedes trucks, three Volvo trucks and five DAF trucks have been purchased. Moreover, we plan to continue to invest in the coming years. In the 2019-2021 investment plan, we provisionally assume 11 tractor units, 10 silo trailers and 7 road tankers.

“ OUR TEAM IS OUR SUCCESS FACTOR. ”



iTRANSPORT

Van Opdorp Transport is working hard towards becoming a data-driven organisation. Since last October, our vehicles are equipped with the new generation of Transics board computers with telematics. From now on, the obtained data enables us to make better analyses and work together based on content. In time, real-time management information will also be available through the implementation of a business intelligence tool. Our performance will be more transparent, which will further increase the quality of our services.

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CUSTOM MADE

- Siemens PLC control system with custom developed programs
- Programs designed based on last loaded product
- Programs designed according to customer regulations: ECTA dry bulk polymer guideline, germ-free cleaning, kosher cleaning, etc.
- Capacity increase and improvement: balanced application of number and type of wash heads with adaptable nozzles
- Disinfection by steam pipe attached to the washing head
- Exact measurements throughout the process: start and end times, additives, temperature, water, pressure
- Monitoring the entire process by setting limit values
- A certified high-pressure system according to SIR guidelines
- Monitoring of the entire process by setting limit values per component (quantity, pressure, temperature, etc.)

THIRTY YEARS OF CLEANING

Having Cargill as a customer and good neighbour, the Van Opdorp Transport group already saw opportunities for tanker cleaning in the late 1980s. In 1988 the professional cleaning station was taken into use. Today, more than 60 road tankers and silo trailers are cleaned internally every day. On Friday and Saturday mornings we complete an additional 25 external cleanings. After thirty years of intensive use, the cleaning facility is at the end of its life. Last September, we started a thorough renovation.

CLEANING FACILITY REMAINS OPERATIONAL

A precondition within the project is that our customers experience little or no inconvenience from the work. The cleaning will, therefore, remain operational during the renovation. Although we will be forced to work temporarily with two instead of three lanes from mid-January 2019. During the renovation, one lane will remain in operation, and a temporary unit will be installed. Activities that will cause a full operational stop will take place during the weekends. We expect to be able to start testing at the end of April, after which the new cleaning facilities will be officially opened in mid-2019.

REDUCED WAITING TIMES

- Four lanes instead of three: two for food and two for non-food
- Reduced waiting times thanks to tailor-made programs.
- Cleaning by appointment: one food and one non-food lane will be by appointment only. The other lanes are available between 6 a.m. and 8 p.m. Volume discounts can be discussed for large numbers.

TRAINING PLAN

With a personal training plan per employee and intensive training, all employees will soon be well equipped to work with the improved system to achieve maximum results and to deliver top quality.

ENVIRONMENTALLY CONSCIOUS

In addition to bettering our lead times and efficiency, we can also honestly speak of an environmentally friendly investment. By using the most modern PLC controls, the purchase of an ultra-modern steam boiler and improvements to the processes, the Van Opdorp Transport group can reduce CO2 emissions by at least 25%.

ROAD SAFETY

The renovation is also reason to improve traffic safety on site. From now on there will be one direction of travel when entering and leaving the cleaning area.

STATE-OF-THE-ART

A renovation of this size allows us to respond even better to market conditions and our customers' needs. When the new cleaning facility is opened, the Van Opdorp Transport group will have full access to a state-of-the-art cleaning system. Through precise control of the processes, we can deliver top quality with a minimum impact on the environment, under safe and good working conditions.

STEAM HALL



Besides adjusting the steam programmes, a full-width walkway will be installed in the steam hall for reaching the top of the tankers. This will significantly improve safety.

CERTIFICATION

Our procedures and working methods will continue to comply with the applicable laws and regulations, and the existing certifications will be maintained; as accredited ATCN (Association of Tank cleaning Companies Netherlands) cleaning station we will issue an internationally accredited EFTCO Cleaning Document for each cleaning. All processes will also remain recorded and monitored according to ISO 9001:2015 and SQAS.



VAN OPDORP TRANSPORTGROEP

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