



PRESS RELEASE

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Victrol pioneering in new market: powder logistics

ANTWERP – Antwerp-based Victrol has its sights on a new market as a pioneer in powder transport. It is not pursuing a standard approach because it deliberately targets added value for the market, and does so by optimising the logistics chain.

Frederik Selhorst (Business Developer at Victrol): "An existing customer contacted us to see if we could supply powder transport services. An in-depth investigation of the market was the logical next step. If we optimise the logistics chain this can be advantageous for both the skipper and the customer. Powder transport provides a wealth of opportunities. We consistently opt for quality and invest in reliable owners/partners with a lot of experience and a fine fleet. This is our stipulation for quality and dependability for our customers. This is also why we came to Xander Kleine from Poedertransport B.V."

Sustainable transport

Victrol considers the whole logistics chain and is actively involved in sustainability in transport. "This means that we ask these questions: What happens in the cycle? How can we operate sustainably and keep costs down? We've already done this in tanker transports, in consultation with the owners of the vessels. And this is showing results. For powder transport in a closed system, not only do we focus on customers in the construction sector but also the chemicals sector, agriculture, food industry, etc."

Smart logistics concepts – solutions for the customer

Xander Kleine, owner of Sardana and working with Victrol: "As specialists, together we can provide solutions for the chain. This requires different ways of thinking in terms of logistics but has many advantages. Powder transport by ship is efficient, secure, reliable and sustainable. There is plenty of cargo in powder form which can be transported extremely efficiently over waterways. It is time for a new direction in order to develop new logistics concepts with fellow inland waterway carriers. This makes the supply and delivery of raw materials more reliable and often cheaper too. We need to consider the complete chain, so from the moment of production in the factory until the product is at the customer. This market-based approach delivers a win-win situation for all parties."

[You can read more about Victrol and Poedertransport B.V. on the following page.]



ABOUT VICTROL

Victrol, based in Antwerp, is the logistics partner that finds solutions for customers and suppliers. It is a shipping company set up in 1969, with fifty years of experience in logistics and an extensive network. The company is active in tanker shipping, dry cargo, and container transport in coastal areas and on inland waterways throughout Europe. Victrol operates 35 tankers and also has a fleet, pontoons and pusher crafts for heavy lift transportation. Victrol is ISO 9001 and 14001 certified.

ABOUT SARDANA – POEDERTRANSPORT B.V.

Xander Kleine from Poedertransport B.V., owner of Sardana, which has its home port in Terneuzen. He has 26 years of experience in powder transport. Sardana measures 84.70 metres by 10 metres and loads 1600 tonnes. Safety, dependability, reliability and certainty of supply are crucial. The ship's vital components are redundant and it has its own loading and unloading system.



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