



## Caojing - Quality terminal services amidst construction activities

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The Caojing terminal is moving rapidly towards full operation. To date, VSL has loaded 2400 trucks, filled its first 10,000 drums, handled 240 ships and is on track to reach 600 ships by the end of the year. By the middle of 2006, VSL will be in full operation and handling 3 ships everyday and more than 4,000,000 tons of chemicals per year by ship, truck and drums. To get ready for the increase in volumes that will start in December, the project team is pushing hard to complete the construction. In a terminal that is already busy, it is often easy to forget that 29 tanks (180,000 m<sup>3</sup>) of the 48 tanks are still being constructed.

One of the biggest challenges of the Caojing project has always been the timing. The first of the industrial customers came on stream in October 2004, and the last customer in phase 1 will begin operations in June of 2006. To maximize the efficiency of the investment, the construction of the tanks and facilities was timed to meet the start-up dates for the plants, which makes the coordination process more difficult. Until the construction and the commissioning are completed, the terminal operations staff must operate a live terminal and a busy jetty in the middle of a large-scale construction project, which requires very close relationship between the operations staff and project team.

Terminal Manager, Andrew North is working closely with the Project Manager, Jan van den Blink, to ensure that crucial commissioning activities can be conducted safely and efficiently and on schedule, without jeopardizing the operations that are ongoing with our existing customers. Together, they must balance the need for meeting the very critical time schedules of some very demanding new customers. This requires operation of an industrial terminal handling one of the most hazardous mixes of chemicals that Vopak handles anywhere in the world.

While Andrew and Jan work their way towards successful completion of one of the largest and most complex grass-roots projects that Vopak has ever undertaken, the entire VSL team is hard at work meeting the challenges of the new terminal. In addition, the commercial team is pursuing new opportunities; including projects that would bring more than 100,000 m<sup>3</sup> of new chemical tanks to the terminal before the existing projects have been completed.

