

## Press release

### More than 350 TALKE drivers took part in BBS assessment

Until January, 2006, TALKE Logistic Services has already subjected more than 350 drivers to an assessment according to the new Behavior Based Safety Regulations for driving.

**Huerth, January 27, 2006.** Despite numerous electronic auxiliary means like ABS and ESP, the "human factor" remains the major cause for accidents in professional road traffic. In the past, SQAS training programs could indeed significantly reduce the number of accidents in chemical logistics, but these numbers now are stagnant. In order to effectively and permanently change this situation, the BBS Guidelines (Behavior Based Safety) were developed as a cooperation of ECTA (European Chemical Transport Association), EPCA (European Petrochemical Association) and Cefic (European Chemical Industry Council).

BBS means the individual examination of a driver at his day-to-day work: a trainer accompanies the driver for three to five hours and observes him during different situations of his work. The goal is to preferably see the driver in all situations that are relevant for the assessment, from departure preparations –like the checking of documents– to pulling in at a car park.

TALKE Logistic Services began to implement the new BBS guideline in 2004 already. In the meantime, about half of the TALKE drivers and permanent transport partners have taken part in the BBS assessment. "Meanwhile, we can present a database with more than 350 assessed drivers", says Klaus Wessing, Chief Operating Officer (COO) happily.

In cooperation with the Willke driving school, TALKE has developed a database that is fed with information from so-called MDA, mobile devices at the size of cell phones. Via hot spot technology, the data from the MDA are fed into the database just at the moment when the trainer reaches the plant in Huerth. Simultaneously, the trainer receives new driver profiles for the next assessments.

The use of the database has further advantages. The driver instantly receives a document that certifies his participation in the assessment. Points that could not be observed during the first examination cannot be forgotten due to a reminder function in the system. In case a driver could not be fully examined, he consequently won't receive a participation certificate.

The deciding advantage indeed is that the database admits TALKE to measure trends in the drivers' behavior; therefore it's far easier to decide which driver ought to receive continuative individual training. Thus, TALKE expects of BBS a further

reduction of accidents while maintaining the trend to professional driving with enhanced material protection.

Klaus Wessing is optimistic that customers will reward TALKE's efforts: "We consider the BBS guidelines an extraordinary thing; therefore we consequently put them into action, for the area of "Driving" as well as for "Loading" and "Unloading". We regard this as our commitment to our customers and all traffic participants. In the long run, says Wessing, investment into security pays off, particularly in chemical logistics, but he proceeds: „We hope that these intensive measures will receive a higher level of appreciation within the chemical industry, concerning the evaluation of logistic service providers, for example“.

**TALKE Logistic Services**, headquartered in Huerth near Cologne, Germany, offers bulk and dry bulk transportation, logistics solutions such as warehousing, packaging and handling, engineering and construction of entire logistics facilities as well as technical services, e. g. tank cleaning and repair services. The Logistic Solutions business unit is specialised on planning and construction of logistic facilities.

The company, now run by the second and third generation of the family, is committed to become the preferred supplier of logistic solutions for the European chemical industry. This aim shall be reached by geographical expansion, exploration of new business fields and investments, mainly in the training of employees, IT competence and logistic infrastructure. TALKE employs more than 700 people on 13 locations in Europe and the Gulf States.

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