

# Den Hartogh's chemistry *with IMT*

Founded in 1920, Den Hartogh brings over 100 years of experience in delivering smart logistics for the chemical and petrochemical industries. The Dutch-based family-owned company wants to offer the best possible solutions available to its customers.

The cooperation with the Dutch-based specialist in telematics Intermodal Telematics (IMT) fits perfectly with the next steps in providing smart logistics on their tank containers.



Left: Nils van der Poel – IT Project manager (Den Hartogh)  
Middle: Peter Boodt – Technical Supervisor (Den Hartogh)  
Right: Jeroen Schots – Key Account Manager-BeNeLux & UK (IMT)

Nils van der Poel, IT Project Manager of Den Hartogh says: "We want our customers to recognise and value our service of organising safe and reliable transport of bulk chemicals. For more than 10 years Den Hartogh has been working on various telematics projects. In close cooperation with customers, we want to further introduce SMART containers in order to improve safety, cargo quality and provide us more transport visibility. We always want to deliver a service that exceeds the market standards, and we see temperature monitoring and temperature control as a huge contribution for the high standard we set ourselves towards an optimal customer experience".

Peter Boodt, Technical Supervisor of Den Hartogh says: "What has made us choose to work with IMT was the proof-of-concept we did with the prime unit of IMT. Last winter, we had some tanks that were in northern Sweden. As you know it's dark there most of the day and there was a long period of intense snowfall. Due to these tough conditions, IMT's solar-powered CLT20-Ex (Communication and Location Terminal) kept sending its data through, which of course started to drain the batteries day after day. But after a long dark winter, when the covering snow started to melt, the batteries recharged via the solar panel to reach their full capacity again. This has proven that bad weather conditions do not seem to affect proper working ability and the batteries inside are strong enough to survive winter without being able to recharge.

"In addition to the proof of concept results, there must be a match with our suppliers. Innovation, testing and implementing requires co-working. Without chemistry and energy from both sides, it won't be a close partnership. In the case with IMT, the chemistry is certainly there. IMT moves quickly, involves us in new concepts and we help each other to become better. These are values that we as Den Hartogh really appreciate! With

the telematics solutions from IMT we can act on our temperature status information in real time. IMT works with different alert notifications for when the product temperature reaches a critical upper or lower limit."

Den Hartogh goes even a step further and has for the transport of certain highly temperature sensitive products chosen the new Thermowell solution. The Thermowell solution is the ultimate, most robust and most accurate method to measure product temperature. The temperature sensor is installed inside a tube which is welded to a client-selected flange that is inside the tank container. The temperature is transmitted wirelessly to a display (WD20) that can be placed on the side of the tank. In addition, the temperature can be passed on to the CLT20-Ex so the temperature and the corresponding GPS position are visible in the portal. "With the IMT prime GPS unit CLT20-Ex, we receive the temperature through to the portal every 5 minutes.

Via the alerting modules, we can react immediately to disruptions, assert greater control and minimise risks, waste and product recalls. The accuracy of the Thermowell and the almost real time sending interval of the CLT20-Ex gives us the confidence our customers need when trusting us to carry their temperature sensitive products."

"We want to create an optimal customer experience and have better insights into our operational processes. Safety and operational excellence are embedded in Den Hartogh's culture so besides temperature, the tank position is also very important. In the further development of our partnership, we will focus on smart data integrations where IMT's business rule engine will feed our TMS system with logical data and ETA calculations. We see IMT as a partner to offer us this valuable information on tank level," says Nils van der Poel about the collaboration with IMT. ■

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*Nils van der Poel, IT Project Manager, Den Hartogh*



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